Otabi

B2B Partnership Deck

Premium Ready-to-Drink Solutions for
Your Business and Event

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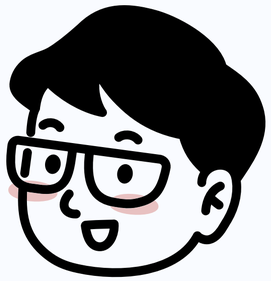
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About Otabi and Why B2B



Otabi

Otabi is a Jakarta-based beverage brand specializing in coffee, chocolate, and matcha. Designed as a ready-to-drink companion, Otabi is crafted to accompany your daily journey — wherever it takes you.

Why Otabi fits B2B:

- Convenient ready-to-drink format
- Premium flavor experience
- Made fresh daily, preservative-free
- Perfect for offices, events, weddings, and hampers

Product Line-Up



Americano



Kopi Susu



Signature Chocolate



Matcha Latte



Yuri Matcha*



Marumi O' Matcha

*Seasonal Matcha Series from Niko Neko

Shelf life: 4 days in chiller

No preservatives, no artificial sweeteners

💰 B2B Pricing, MoQ & Discounts

Bulk Purchase Privilege

- Special Discount of **5%** when purchase minimum **15 - 30 cups** of any variants in one bill.
- Special Discount of **7%** when purchase minimum **30 - 100 cups** of any variants in one bill.
- For purchase **>100 cups**, contact us.



💼 B2B Terms and Conditions

1. Product & Variants

- Available variants: Normal, Less Sugar, and No Sugar.
- Custom sugar levels outside this range are not available.
- Drink variants can be mixed from the entire menu.

2. Order & Payment

- Minimum order notice: 2 days before the event (D-2).
- Final payment deadline: 1 day prior to delivery (D-1).
- Order will be proceed only after full payment is received.
- Once confirmed, orders cannot be changed or refunded.

3. Delivery & Logistics

- Shipping costs are not included in the product pricing.
- Delivery and setup will be handled by the Otabi team.

4. Service Execution

- Drinks will be served in 14oz cup.
- Ice can be included in the cup or served separately.

5. Late Payment & Cancellation

- If full payment is not received by D-1, the order will be automatically canceled.
- Any deposit or partial payment already made will be non-refundable.

🎪 Coffee Cart - Terms and Conditions

Package Details

- Mini cup (6oz) Es Kopi Susu: Rp13,000 / cup
- Minimum order: 200 cups
- Served by one barista
- Custom stickers included at no extra cost

Payment

- Down Payment 50% required to secure booking
- Full payment due by D-7 event

Notes

- Transportation is included within a 10 km radius of our location in Jagakarsa, South Jakarta.
- Additional charges may apply for locations outside this area.

*DM us for more info and menu



We’re truly excited to hear from you — and ready to support your event with passion and care.

☎ Contact Us

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Thank You 👋