EverC and StockX: Exploring the Problem of Seller Fraud

No More Wild West!

- Marketplaces were "casually ignored" by regulators or treated like ecommerce entities.
- Regs were focused on buyer side, not seller side.
- Criminal networks exploited this gap for illicit activity.
- Governments are now stepping in.

Seller Fraud Typologies

- Seller-buyer collusion – illicit goods sent under legitimate marketplace labels
- Seller/buyer money laundering – 1 person buys an item with a stolen credit card, sells it on a platform, buys it, gets paid by the (unwitting) platform
- "Empty envelopes" - exploiting lack of monitoring in direct shipping models

Collaboration is Key!

- Talk to vendors, build relationships to share data in order to improve tools and tactics
- Go to conferences and events to learn about what to watch for, get new ideas.
- Keep developing solutions with your team, slow progress is better than none.

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