

SAFETURE MARKETPLACE

Easy access to all service offerings in the Safeture platform

Safeture Marketplace makes it easy to present and make your service offerings accessible to your clients as a digital library in the Safeture Platform – creating new business with relevant offers.

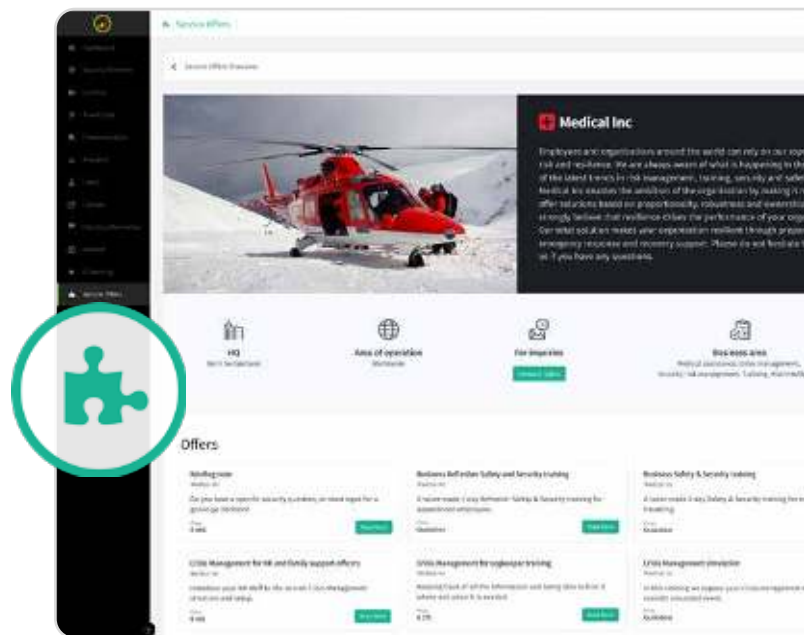
What is Safeture Marketplace?

Safeture Marketplace is helping your clients to access and know more about your service offerings through a digital library in the Safeture Platform.

In Safeture Marketplace, your clients can read up on your different service offerings from a list of your choice. You get quick and accessible information directly to your inbox when a client has chosen to request a service and can also work proactively to create new business and leads constantly.

How does it work at start?

You decide which services you want to offer to your clients based on your expertise. These will be present along with the necessary information in the Marketplace, that your client admins can access from a new menu item in the navigation menu of the Safeture web portal.



When the client chooses to request a service in the Marketplace, you will receive an email with your client's contact details and you can then handle the request by email or phone.



Safeture Marketplace

How will it work in future iterations?

We envision the buying process to be fully automated, and services can be offered based on client data. For example when the security managers are doing their daily work, they will be exposed to your different service offerings based on data to improve the security or just to make life a little bit easier for them.

Welcome to Safeture Marketplace, the best way to do new business and create more leads in the future. Always with a relevant offer for the needs of your customers.

There are many different services that fit in the Safeture Marketplace:

- In-depth country report
- Active monitoring
- Incident report
- Access to analyst
- Meet & Greet
- Covid-19 data / other data sets
- Travel risk management services
- Other assistance services
- Insurances
- Training
- 3rd party risk intelligence
- Medical assistance
- and more

FAQ

Where can my clients access the Marketplace?

Your clients Admins can access the Marketplace with your service offerings in the Safeture web portal.

Can my customers see offerings from competitors?

As default your offerings will only be available for your clients connected to your multi-partner account and no other providers service offerings will be available in their account. All providers that's connected to the Safeture Marketplace will be displayed at www.safeture.com - but without service offerings and prices if submitted.

How do we submit to Safeture Marketplace, and can we add/ change the texts digitally?

In this stage you submit to Safeture Marketplace through a form attached to this sheet. If you need to add/ change text, contact your Sales Manager and they'll help. In a later stage we see that the submitting and adding/ changing of texts will be done digitally in the Safeture web portal.

Will Safeture take commission on the requested services in Marketplace?

If you are a Safeture reseller with a multi-partner account Safeture will not take any commission on the requested services in Marketplace. If you're a non Safeture reseller with access to Safeture Marketplace, there will be a commission fee that's settled with a commission agreement.

Do we need to sign a separate agreement for the Safeture Marketplace?

If you are Safeture reseller with a multi-partner account you do not need to sign a separate agreement for the Safeture Marketplace and Safeture will not. Non Safeture resellers that wants to access the Safeture Marketplace needs to have a commission agreement in place.

For more detailed information about the Safeture Marketplace please contact your sales representative.

