CliO®

For VSaaS

DEALER PORTAL

Designed for VSaaS, Built in CliO

Dealers

License

Billings

What is CliO Dealer Portal?

CliO is a sales distribution management platform specifically designed for the needs of VSaaS* and built into CliO, a cloud-based video surveillance platform. Not only providing CRM** functions such as accessing client information, order processing, billing information and other channel management tasks.

Distribution channels can now be maintained by online operations, significantly reducing communication costs for service providers, distributors, and business owners.

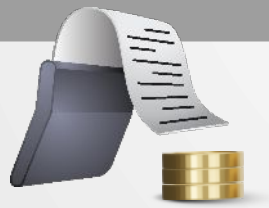
*VSaaS: Cloud Video Surveillance As A Service

**CRM: Customer Relationship Management

How does licensing work on the cloud platform?

Cloud platform and traditional software licensing are both based on license keys. Upon completing a transaction, the cloud platform generates a set of license key, allowing the buyer to activate associated software services. However, rather than dealing with one-time purchases via traditional pricing mechanism, cloud licensing follows a contract-based licensing model with time as the billing unit, commonly referred to as a subscription model.

Before
(Traditional Licensing)



Perpetual Licensing

VS.

Now
(Cloud Licensing)

Non-perpetual Licensing

= Contract Licensing / Subscription Model

Differences between Traditional Licensing and Cloud Licensing

Comparison with Other Cloud Licensing

Other Cloud Licensing

Manual forwarding license keys

Time-consuming, requiring manual copying and pasting of license key, sending PDF files, or emailing.

Inconvenient usage tracking

Manual operations often result in neglecting usage tracking and analysis, potentially missing out on business opportunities.

Lack of awareness on license expirations

License management lacks a systematic approach, requiring manpower to keep track of contract deadlines.

V S

V S

V S

Our Cloud Licensing

Automated license transfer

One-click authorization, eliminating the hassle of handling license keys.

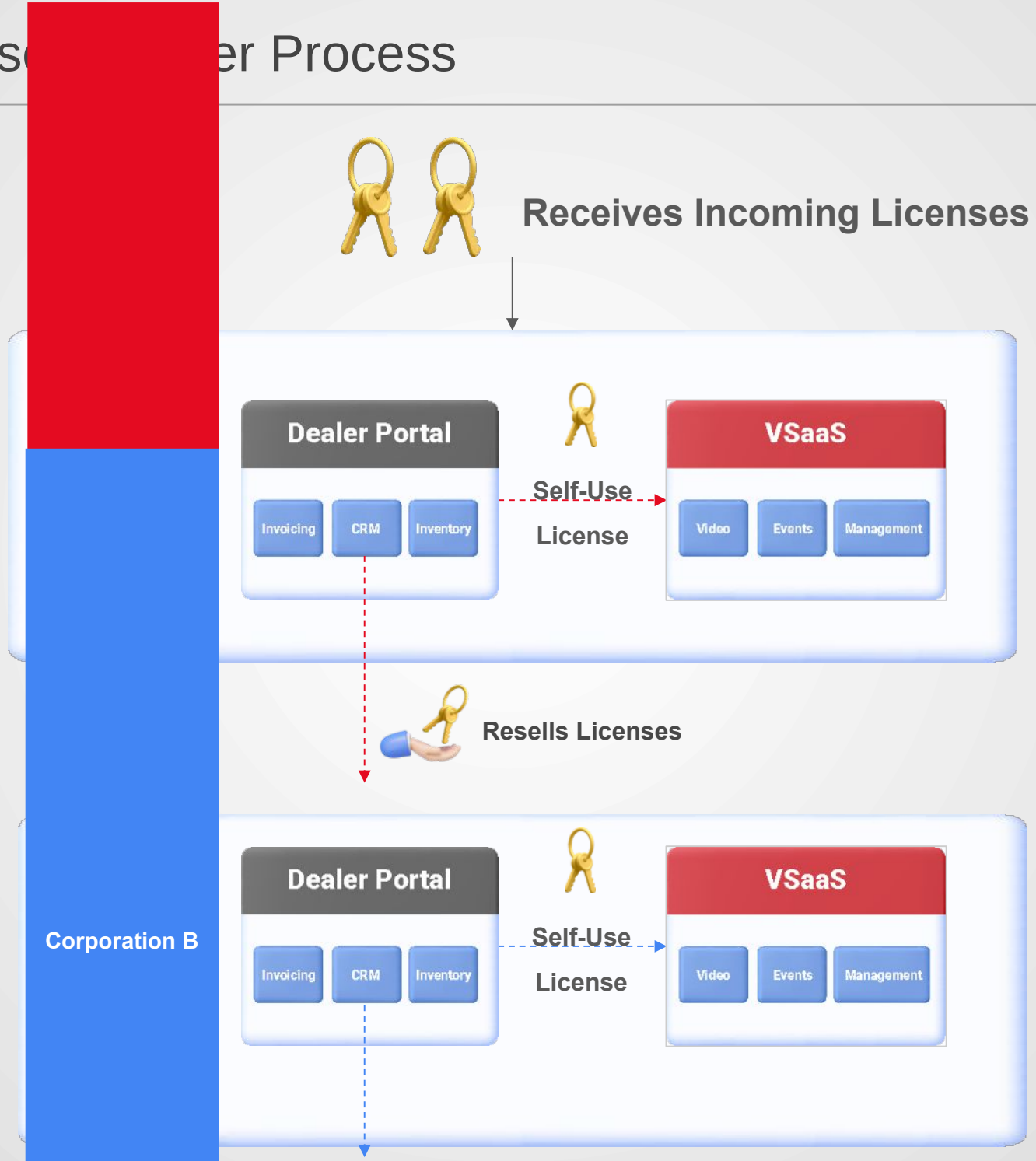
Comprehensive usage statistics

Get a good grasp of usage with usage analysis, with seeing which products are popular for more precise business development.

Advance expiration notifications

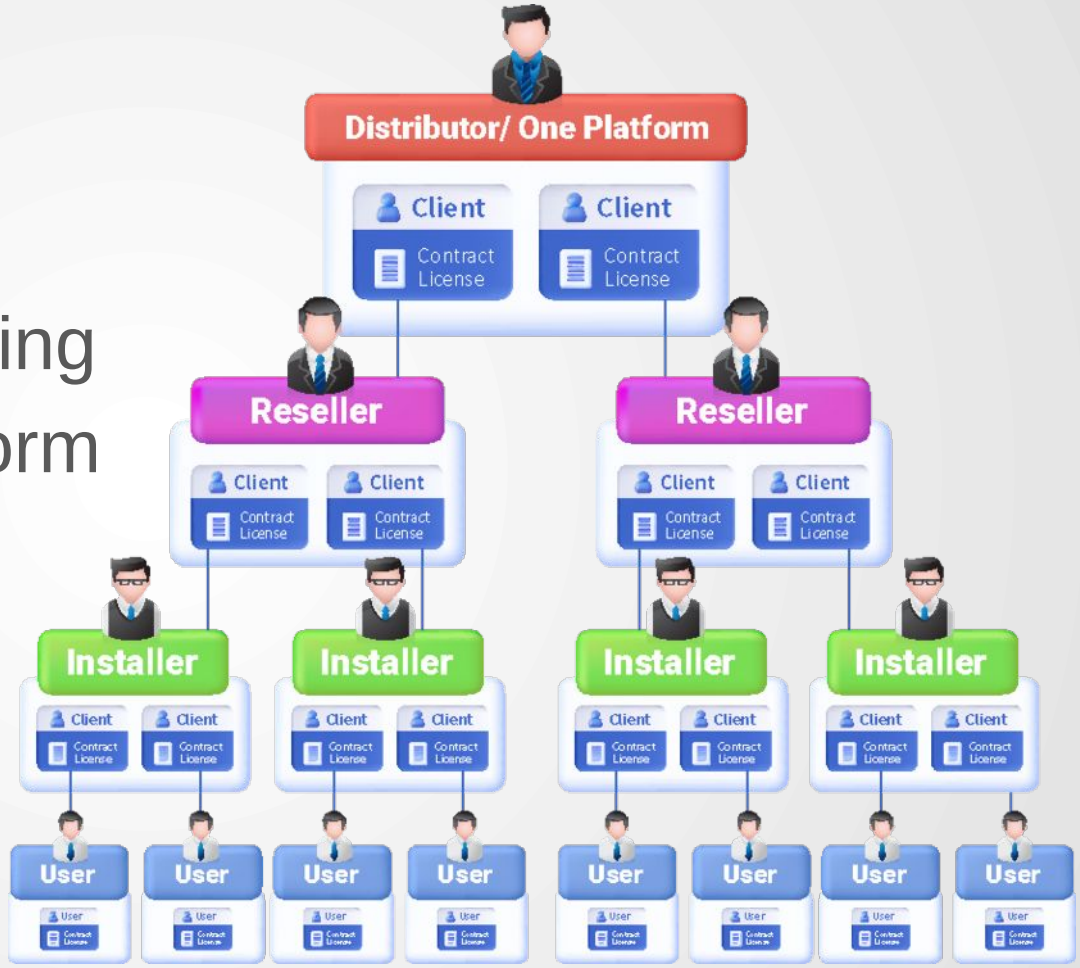
System automatically notifies about impending license expirations, proactively identifying opportunities for renewal.

Licens er Process

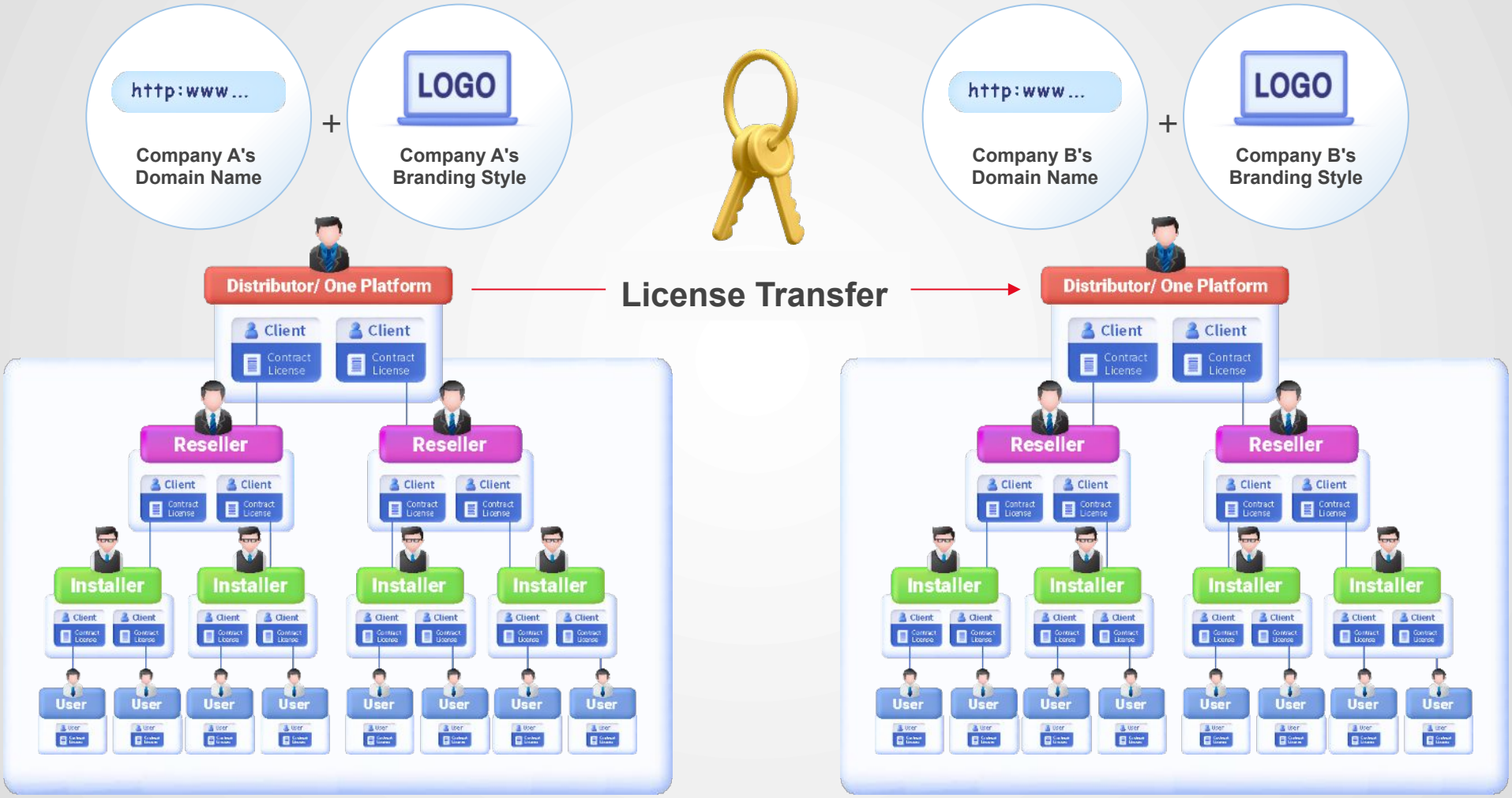


License Reselling Architecture

"Unlimited-tier Reselling on One Single Platform"



Platform Feature Replication



Company A's Platform

Company B's Platform

What problems does CliO Dealer Portal solve?

1 Monitoring Expiry Dates

With potentially hundreds, if not thousands, of service licenses, each with varying expiration dates, it‘s easy to overlook and suffer the risk of disrupting services.

2 Constant Inventory Concerns

Digital licensing products are prone to insufficient stocking due to a lack of advanced preparation, leading to missed business opportunities.

3 Manual Invoicing Efforts

Downstream customers may have different billing cycles and invoicing dates, manual invoicing for each and every one of them is time and effort consuming.

4 Tracking Historical Quotes

Due to varying transaction terms, different projects might have different quoted prices. The ability to reference historical pricing is often crucial for future projects.

CliO Dealer Portal solution…

Distribution Portal

Swift reselling setup

+

Licensing

One-click delivery on platform

+

Billing

Centralized Information presentation

=

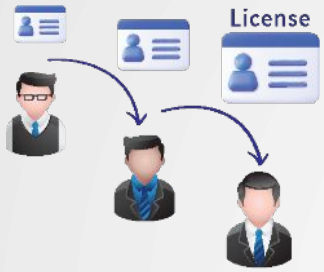
Dealer Portal

CliO Dealer

Distribution management platform for VSaaS.

Features on Distribution Management

Features on Distribution Management

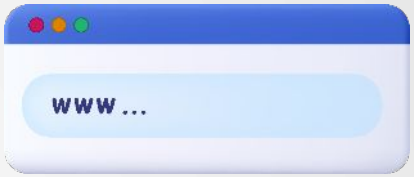


Unlimited Distribution Tiers

Your B2B clients can also be distributors. Without restrictions on the length of the distribution channel, business can reach both domestic and international markets.

Enable Downstream Reselling Online

Integrated with VSaaS, enabling distribution on the same portal for downstream reselling. Accessible 24/7, expanding your global business effortlessly.



Bring Your Own Domain

We support private domain names and deploy VSaaS and dealer portal services with your own domain.

Features on Distribution Management

Protect Customer's Privacy

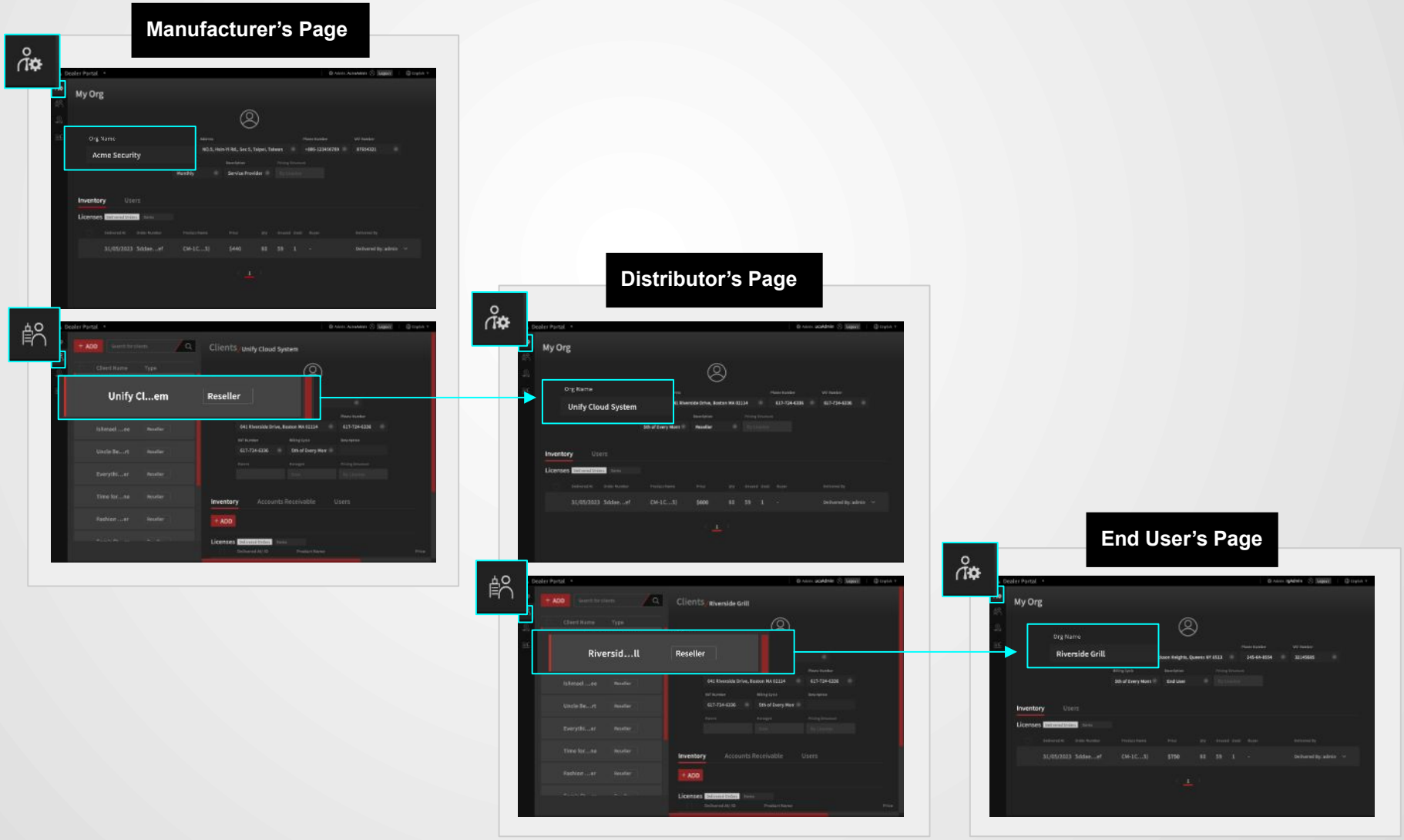
Data on self-managed dealers are not exposed to their upstream seller.

Support Managed Service for Dealers

Delegate day-to-day tasks to your seller for easier system administration.

Distribution Management: UI

Unlimited Distribution Tiers

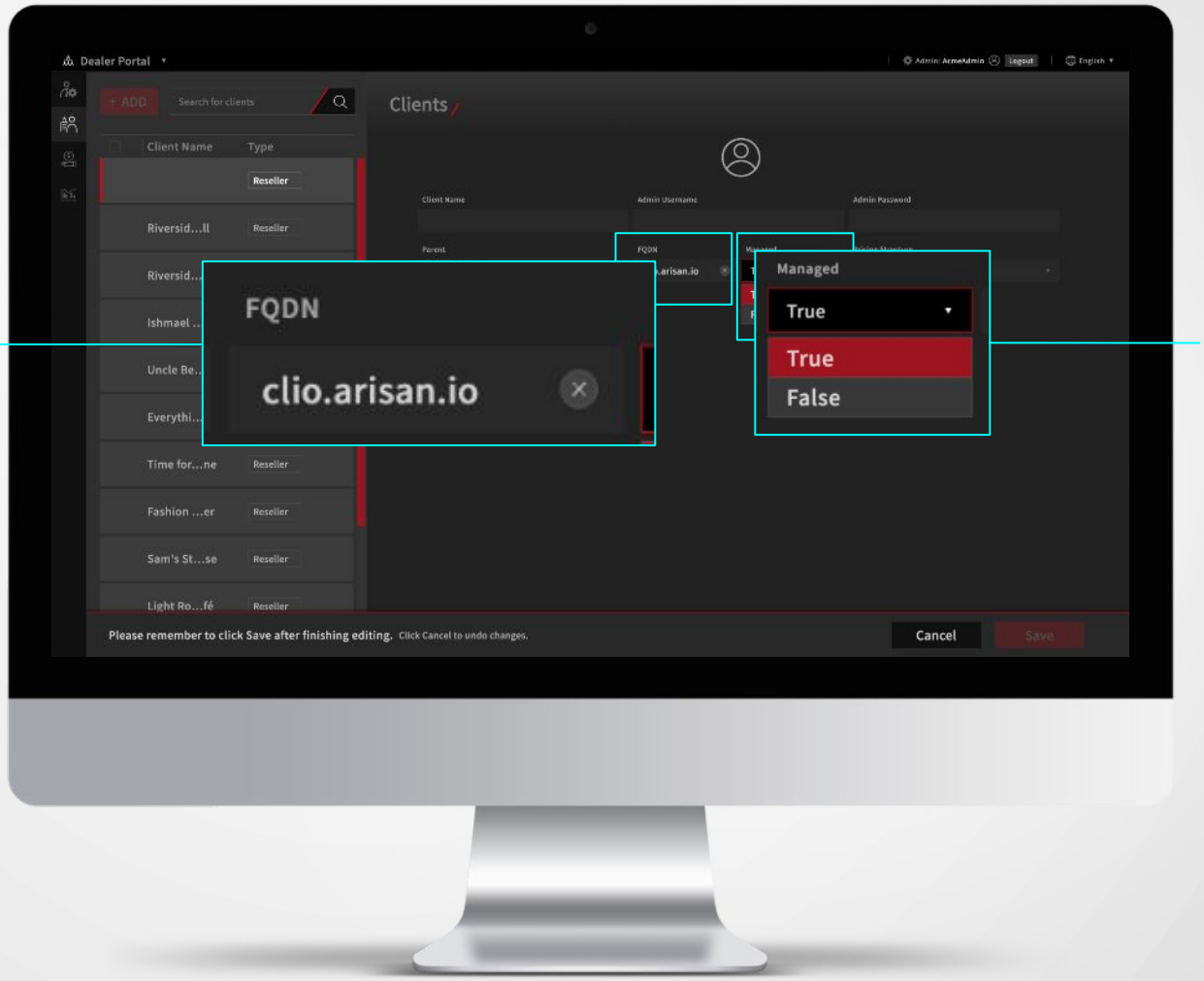


Distribution Management: UI

Distribution settings

- Managed service for customer
- Own branded domain

Enter your own domain



Enable managed service if desired.

Features on License Management

Features on License Management

No Need for Manual License Key Management

Licenses lives on the platform throughout the lifecycle, making transfer and usage seamlessly within the platform, eliminating the need for additional copying and pasting.

One-Click Authorization and Delivery

After an order is completed, authorization and delivery can be carried out within the same platform.

Usage and Inventory Data Statistics

Proactively monitor the status of distribution operations to ensure service quality.

Features on License Management

Automatic Expiration Reminder for Licenses

No need to worry about license expiring and disrupting video service operation.

Search and Categorize Data

Proactively understand customer preferences and popular products to provide post-sales service and explore new business opportunities for usage statistics.

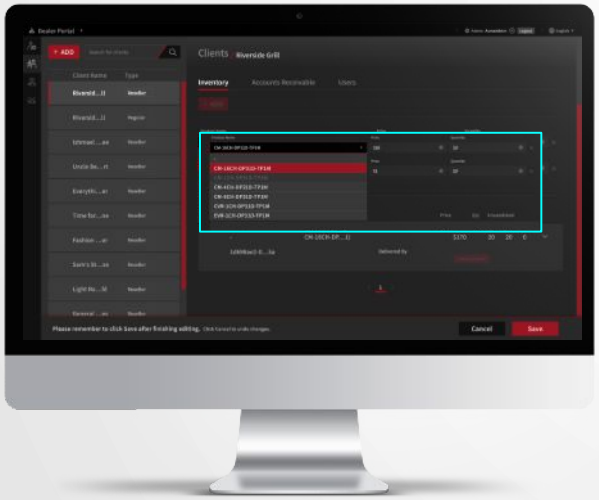
Support for Third-Party Intergration

Offer API integration, granting third-party software and hardware the same license management functionalities.

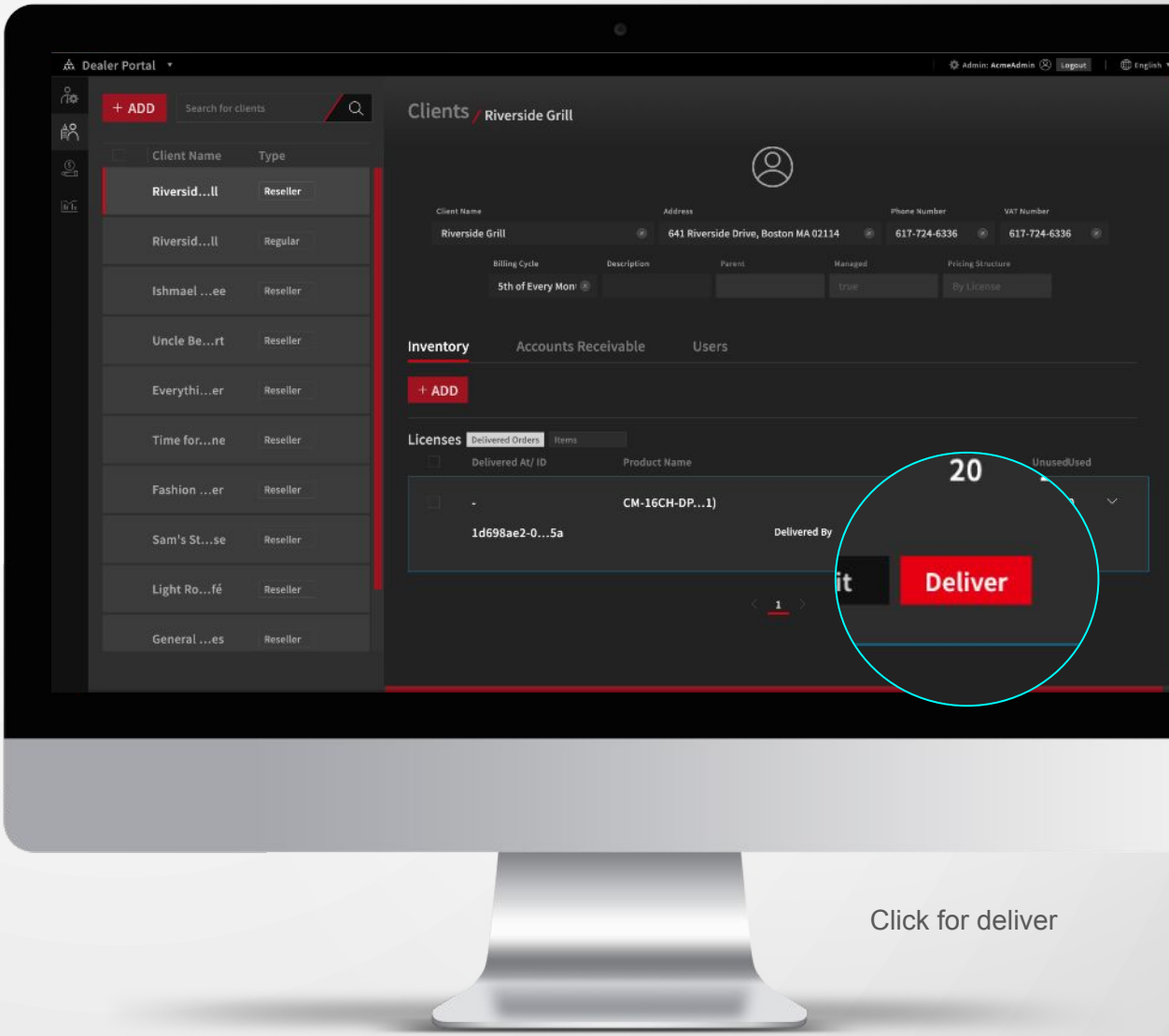
License Management: UI

License Delivery

- Create order
- Execute delivery



Select order type, quantity, price



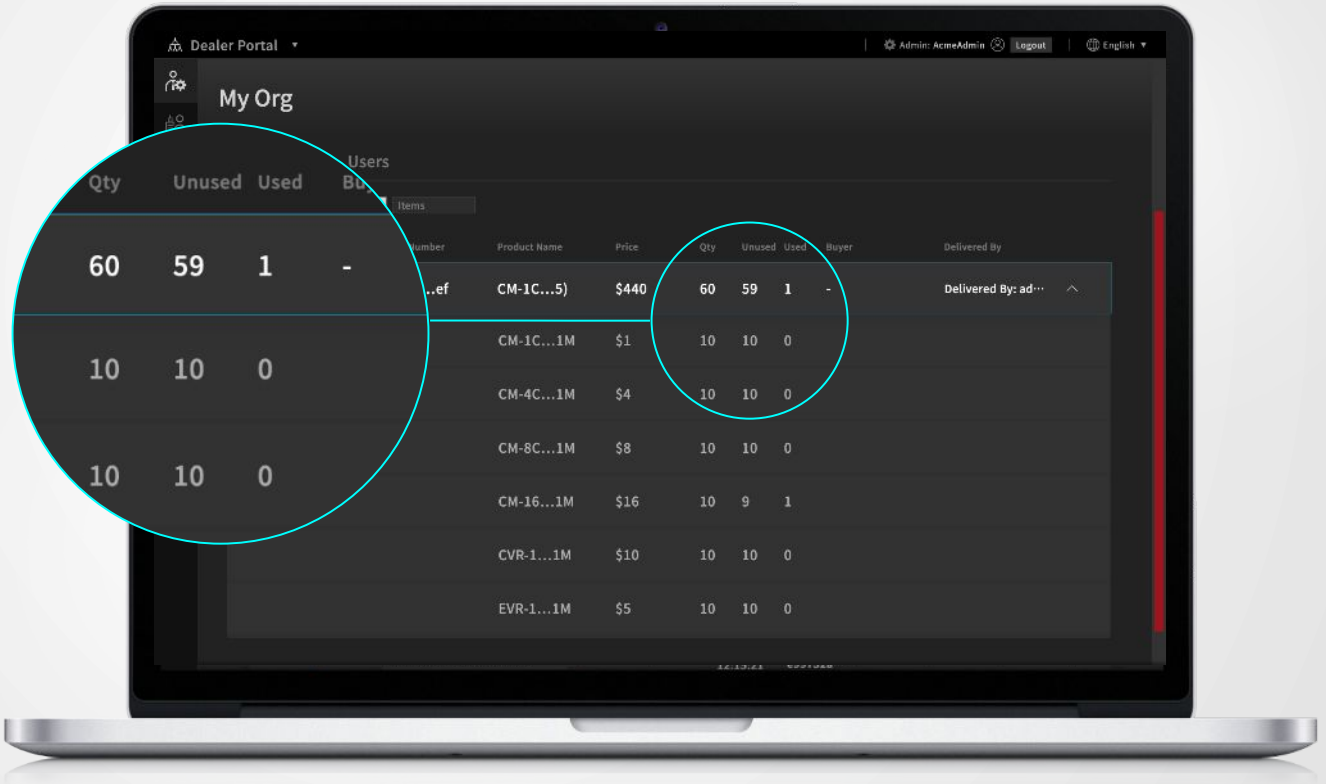
Click for deliver

License Management: UI

License Inventory

- Current usage
- License inventory

Unused Licenses /
Used Licenses



Features on Billing Management

Features on Billing Management

Automated Invoice Generation

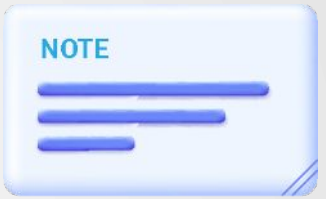
No need to spend significant time on manual invoicing. Efficiency and accuracy are greatly enhanced by automation.

One-Click Invoice Export

Support Excel/PDF formats for easy printing and email forwarding.

Settled/Unsettled Invoices

From down payment to final payment, easy management even for invoices spread over multiple payments.



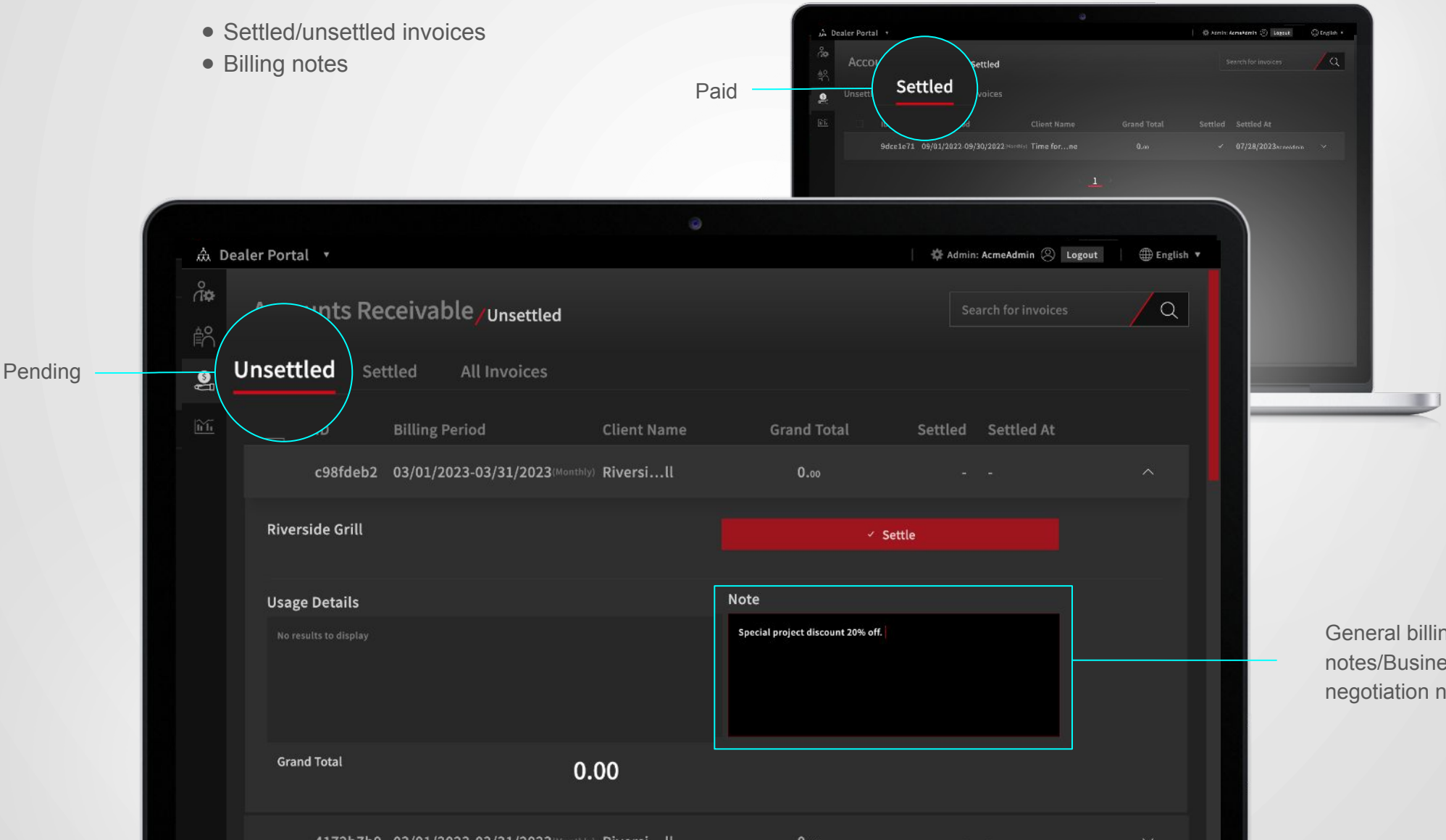
Invoice Notes and Comments

Record business negotiation details for future reference during quotation processes.

Billing Management: UI

Payment Management

- Settled/unsettled invoices
- Billing notes



Thank you