



Allied Sales Team FAQ

Allied Program Overview for the Allied Sales Team

What is the program that Allied is introducing?

A pre-packaged offering to provide simple and affordable access to the LiveSafe Risk Mitigation and Prevention Platform for existing AUS customers as an extension to their current contract.

- Existing AUS customers can add LiveSafe onto their current Allied contract to include a mobile app for their employees or tenants to contact Allied security and report suspicious activity/incident or request help.
- A fast and easy way to strengthen AUS' relationship with the customer by offering a way for employees to communicate with AUS via a mobile app.
- For organizations billing less than 1000 hours per week, we have developed a simplified offering that eliminates the configuration, process- change and implementation effort normally associated with a software rollout.
- 24/7/365 monitoring from the MaRC.
- The program also offers fixed price monthly billing - SIMPLE TO SELL, SIMPLE TO PURCHASE TO GENERATE ADDITIONAL HIGHER MARGIN REVENUE.

What is the product offering?

There are three offerings available based on size of customer and requirements:

- Base package: Mobile app with basic one tip reporting, emergency options, contact security that routes to the MaRC for dashboard response.
- Advanced package: Advanced tip reporting, emergency options, contact security and push notifications/broadcast messages from MaRC.
- Enterprise package: The full suite of LiveSafe Platform capabilities and dashboard response done at customer's SOC (no MaRC). Large enterprises will be the majority of the buyers for the enterprise package but it is available to any customer.

Please see Product Sheets which define each package with features, services, support.

Do I get paid on the LiveSafe offer?

Yes! You receive full quota and commission credit for any clients that purchase the LiveSafe offer. You should think of this as having additional salespeople on your team selling for you.

How is this program being sold?

There is a dedicated LiveSafe sales team for Allied that will present the product and handle the details of sale. The LiveSafe sales team will be badged as an extension of the Allied Salesforce and work exclusively with Allied and Allied's existing customers.

Is the standard LiveSafe platform still available?

Yes. All customers can still purchase the enterprise LiveSafe platform through Allied Universal. If a customer wants the full capabilities and to have their own SOC be the response side to the employee app they can license the full enterprise solution.

Wait! Someone is going to be calling my clients?

Yes. We have a dedicated sales team that will be reaching out to your clients and presenting this new product offering. This sales team will report in weekly with Allied Sales Managers and present themselves to clients as part of the Allied organization.

What if a client asks me a question about this offer?



LiveSafe®

If you are not comfortable answering a question about this offer from the materials available on the intranet you can refer the client to the dedicated sales team and / or contact them directly yourself. A contact map is available on the Allied Universal intranet. The goal is to have LiveSafe sales specialists representing Allied focused on selling an add on product to the existing Allied customers and accelerating revenue for both parties.

Will this team be offering any other products or services?

No. LiveSafe only.

Can I prevent the dedicated sales team from calling my client? They could impact my man-guard business.

The dedicated team has been trained on presenting this offer to the client. Any comments or questions raised about other products will be referred back to you with all notes entered into Salesforce. The dedicated sales team will coordinate with Allied Sales Management on any specific accounts that need special coordination in terms of outreach.

Can the client purchase the LiveSafe offer but monitor from their own Security Operations Center?

Yes. But clients wishing to do this will need to purchase the enterprise LiveSafe product offering. The dedicated LiveSafe team can sell both and will manage the process to get the customer whichever solution they desire and require.

What if my client wants different options than offered with the LiveSafe bundles?

Clients who have specific needs not addressed in the two LiveSafe product offers can purchase the enterprise LiveSafe product which is fully configurable to meet their needs. LiveSafe will manage the request, proposal, contract and ongoing support.

I have a 168 client that wants the broadcast capabilities – can I sell them the base offer and an add-on for broadcast?

No. To have broadcast capabilities, the client would need to purchase either the advanced packaged offer, which include broadcast or the enterprise LiveSafe platform.

I have more questions.

If you have any other questions please contact your counterpart on the dedicated LiveSafe sales team or the sales leader, Alex Brandt @ 813-649-3552. A contact map is available on the intranet.