



RISK WARDEN
COMPLIANCE MANAGEMENT

PARTNER SUCCESS GUIDE

Take your business to the next level by leveraging the power of our cutting-edge platform to drive growth using our reseller program.

We've put together this simple guide with everything you need to start reselling Risk Warden.



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WHAT'S IN IT FOR YOU?

Work with Risk Warden to transform your business today. You can get an exclusive 25% discount off our Recommended Retail Price (RRP) when you buy a subscription for your customers.

Why is this beneficial for your business?

**EXCLUSIVE
25% Discount**

- Allows you to leverage our platform to instantly add value to your customers
- Enables you to upsell additional services by helping them manage their risk and compliance across multiple disciplines
- Boost customer loyalty and retention by providing more value and preventing perceived data loss
- Having control over your customers' subscription provides you with an early heads-up on new business opportunities, making upselling quicker and easier

Maximise these advantages with the power of your branding

Add your brand to our platform to make a lasting impact, ensuring that your brand remains at the forefront of your customers' thoughts, driving repeat business.

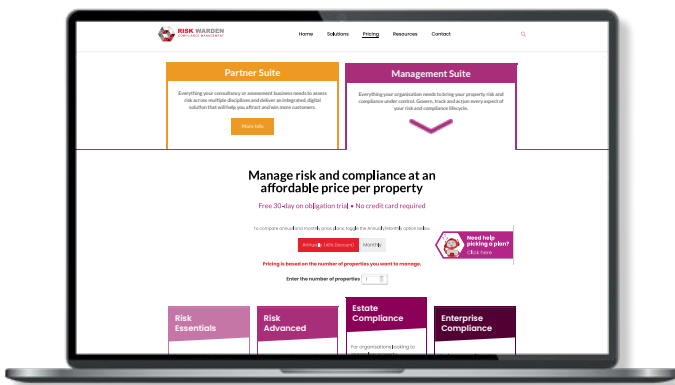
Customising our platform means your customers can access the management portal via your custom subdomain and branded login screen. This portal and emails will also feature your logos, colours and content. See the FAQs for more information.

Risk Warden is not just a platform; it's a partnership where your business' success is our priority.

ABOUT RISK WARDEN'S SUITES

Risk Warden is structured into two suites, each offering multiple plans. Each plan delivers an increasing range of features, tools, and solutions to effectively address the various needs of our customers and can be billed monthly or annually.

Our reseller program exclusively enables the resale of our Management Suite plans directly through your Risk Warden account. All plans leverage volume-based pricing and are billed according to the number of properties needed.



Our user-friendly plan selector is designed to easily match the perfect plan to your customers' needs in seconds and can be used straight from the customer form.

Visit our [pricing page](#) for a comprehensive list of features and pricing.

Head to the *'Sample Content to Get You Started'* section below to find out how each plan can align with your customer's needs and how to pitch it to them.

See the FAQ section to discover how you can start adding customers.

HOW IT WORKS

Your success drives ours, and we've built a pricing model to reflect that.



Pricing tied to your success

At Risk Warden, our pricing is primarily tied to the revenue you earn from each customer. To support your business and help you manage cash flow, we only charge for the client services you offer when your client comes on board, ensuring our fees align with their needs and your success.

Fee options:

- ✓ **Management Suite:** offer your customer a management suite subscription, based on their needs, and receive a 25% discount off our RRP.
- ✓ **PDF-only:** provide your assessment, report, or strategy in PDF format for a small fee.



Affordable platform fee or FREE

In addition to this, we charge a nominal monthly or discounted annual fee to access the Risk Warden platform based on your branding preferences and the features that best suit your business. For those just starting out, a free plan with limited branding and features is also available.

How can you incorporate Risk Warden into your offering?

1 Incorporate our platform in your service fee

This method enables you to seamlessly integrate our cutting-edge Risk Warden platform into your fee structure, giving your customers access to our comprehensive management suite for one unbeatable price.

Leveraging the high perceived value of our platform, businesses have consistently outperformed competitors and secured lucrative contracts.



2 Provide it as an optional add-on to your service

You can either offer access to the management suite at the discounted price we've provided to you or at our RRP. We suggest using the discounted price, as your customers will see it as an added benefit of using your service rather than having to come to us directly.

This method has been less successful because it presents it as an "additional" cost instead of being included in the price. It is a perception thing.

3 Providing simple, PDF-only assessments

If your customer simply wants the assessment in PDF format, ask if they want a CSV of all assessment actions.

If they say 'Yes', upsell them the Risk Essentials plan, which includes unlimited reassessment and access to the management suite.

If they answer 'No', our affordable PDF-only credits will enable you to provide them with PDF-only assessments and reassessments. Please see the FAQ page for pricing information and how to buy credits.

How to purchase a subscription on behalf of your customer

To buy a subscription for your customer, you need to start by adding an automated payment method to your account, like a credit card or direct debit.

Once added, you will see the option to pay for your customer's subscription at the bottom of the customer form. Toggle this option to "Yes," choose an appropriate plan or use our plan selector*, and click calculate. This will give you an instant price.

Once you're happy with the details, click save. That's all there is to it!

*The plan selector helps you choose the right plan for each customer based on their requirements and the work you do for them.

SAMPLE CONTENT TO GET YOU STARTED

We understand that knowing how to pitch Risk Warden to your customers and creating content from scratch can sometimes be daunting.

So, to help you get started, we have prepared sample content you can use to pitch and share with your customers to get them interested in using our management suite. Although these are ready to use, we highly recommend adding your personal touch to help the content resonate more with your customers.

The information we have provided can be incorporated into emails as well as when you are speaking to your customers.



Share a Social Media Post

You're already delivering exceptional services that Risk Warden complements perfectly. Why not share the news of your new compliance portal with current and potential customers to drive sales and growth with something like:

Post 1:

We just launched a new compliance portal powered by Risk Warden. It perfectly complements our services and will supercharge your productivity through its integrated approach to risk and compliance management.

Get in touch to increase efficiency and compliance and reduce risks and costs.

Post 2:

Struggling to navigate the evolving regulatory landscape for property risk and compliance? Look no further.

Meet our new compliance portal powered by Risk Warden. It is a comprehensive, flexible, and easy-to-use platform that can be tailored to meet your operational and management requirements.

Reach out to take charge of your risk and compliance today.

Post 3:

Our approach to risk and compliance isn't just transactional; it's about transforming the very approach businesses take toward managing it.

Our compliance portal, powered by Risk Warden, complements our services perfectly and equips you with all the tools you need to manage your property risk and compliance effectively and efficiently.

Get in touch to find out how our holistic approach can benefit your organisation.

Post 4:

With our new compliance portal, powered by Risk Warden, the question is not whether you can afford to partner with us; it's whether you can afford not to. Property risk and compliance management becomes more complex by the day, and you need a partner who can provide you with a holistic approach to these daily challenges.

Take the first step towards transforming your approach to risk and compliance management. Contact us today, and let's redefine what's possible together.

Post 5:

Revolutionise your property risk & compliance management

Our new compliance portal, powered by Risk Warden, transforms how property risk and compliance are managed. Our services and their cutting-edge, cloud-based platform will provide you with a complete digital framework to govern, assess, track, and action every aspect of your risk and compliance lifecycle.

Our approach will increase compliance, efficiency, cost savings, and strategic performance while reducing risks and human error.

Get in touch with us to supercharge your productivity.



Sales Pitches

Use these short pitches as a launching pad to effectively communicate the value of Risk Warden to your customers. Remember to highlight the key features and benefits that resonate with their needs for maximum impact. The features listed in this section represent just a fraction of the features offered within the Risk Warden platform. For a complete list of features available under each plan, please [visit our pricing page](#).

Enterprise Compliance

The Enterprise Compliance plan is for organisations seeking a comprehensive and robust solution for managing their property risk and compliance while enjoying seamless collaboration with their managing agents, FMs, staff, and subcontractors. You will also benefit from enterprise-grade security, advanced audit controls, and dedicated support to give you peace of mind.

You'll get access to a range of features including:

- Estate-level and overall compliance governance, visualisation and gap analysis
- Digital risk assessment and mitigation with automatic risk score reduction
- Comprehensive incident management, notifications and investigations
- Contractor management and evaluation questionnaires (CEQs)
- Portals for residents, fire service, etc.
- Estate management, including asset tagging and PPMs
- Auto-populate asset information from an assessment, audit or survey
- Document capture, tracking and sharing, complete with version control and reminders
- Task management with goals, reminders and multi-level escalations
- Advanced real-time and bespoke analytics
- Telephone support and 6-hour ticket response times*
- Allows the creation of multiple linked companies or entities under one account
- Custom access roles, and more

*Mon-Fri between 9am and 5pm UK time excluding UK bank holidays.



Estate Compliance

The Estate Compliance plan is for teams seeking complete control of their property compliance. This powerful plan features PPM tracking, robust estate-level gap analysis, estate-level compliance scoring, CEQs (Contractor Evaluation Questionnaires) and much more. It will allow you to streamline your operations and ensure seamless compliance across your entire property portfolio without any hassle.

You'll get access to a range of features including:

- Estate-level compliance governance, visualisation and gap analysis
- Digital risk assessment and mitigation with automatic risk score reduction
- Comprehensive incident management, notifications and investigations
- Contractor management and evaluation questionnaires (CEQs)
- Portals for residents, fire service, etc.
- Estate management, including asset tagging and PPMs
- Auto-populate asset information from an assessment, audit or survey
- Document capture, tracking and sharing, complete with version control and reminders
- Task management with goals, reminders and multi-level escalations
- Advanced real-time and bespoke analytics
- 24-hour ticket response times*, and more

*Mon-Fri between 9am and 5pm UK time excluding UK bank holidays

Risk Advanced

The Risk Advanced plan is for teams seeking advanced risk management functionality, asset management tools, and personalised analytics. It will allow you to elevate your team's performance and confidently take control of every aspect of your property risk management.

You'll get access to a range of features including:

- Digital risk assessment, risk register and risk mitigation
- Convert actions into actionable tasks at the click of a button
- Automatic risk score reduction when actions are completed
- Estate and asset management, including asset tagging
- Auto-populate asset custom information from an assessment, audit or survey
- Document management with versioning and reminders
- Task management with goals, reminders and multi-level escalations
- Advanced real-time and bespoke analytics
- Estate access rules for increased control over who sees what
- 24-hour ticket response times*, and more

*Mon-Fri between 9am and 5pm UK time excluding UK bank holidays

Risk Essentials

The Risk Essentials plan is designed for teams ready to take the first step in transforming their approach to risk management at a truly affordable price. Digitise, manage, track, and action your risk assessments, documents, and tasks with ease and precision.

You'll get access to a range of features including:

- Digital risk assessment, risk register and risk mitigation
- Convert actions into actionable tasks at the click of a button
- Automatic risk score reduction when actions are completed
- Basic estate management
- Document management with versioning and reminders
- Basic task management, delegation and tracking and reminders
- Essential real-time analytics
- 72-hour ticket response times*, and more

*Mon-Fri between 9am and 5pm UK time excluding UK bank holidays

FAQS

How do I set up branding, including colours etc?

If you are on one of our paid Partner plans you're all set. If not, you'll want to upgrade to one of our paid Partner plans to unlock the ability to add branding to your account. [Learn more](#) about what you can brand within Risk Warden.

Once you're on a paid Partner plan, get your brand's colours, logo, and icon. With this information in hand, follow the steps detailed in [this help article](#) to kick-start the branding process.

If you have a Marketing team we highly recommend involving them in setting up your branding, as they have the expertise to maximise its impact on your customers.

Take this a step further with our advanced branding, exclusive to our Professional Branding plan. This feature allows your customers to access the management portal through your custom subdomain (yourcompanyname.riskwarden.com) and branded login screen.

If you are not on a paid Partner plan and want to use branding to maximise your results, [contact sales](#).

How do I add a customer?

Make a good first impression by setting up your branding before adding customers. This strategic approach will keep your brand at the forefront of your customers' thoughts, driving repeat business and long-term success.

Adding a direct customer or one within a supply chain is straightforward. To get started, follow the steps outlined [in this helpful article](#).

How do I pay for my customer's subscriptions?

There are two ways to set this up, depending on whether your customer is part of a supply chain or a direct customer. In any case, simply follow the steps outlined [in this help article](#) to get started.

How much do PDF credits cost?

You only need to buy PDF credits to create assessments and reassessments for your customers who do NOT have a paid subscription with Risk Warden. The more credits you buy, the lower the price per credit. You can purchase these credits upfront in bulk to help lower your cost per assessment. One credit will be deducted from your account for each assessment created or reassessed for these customers.

You can find the volume-based pricing information [in this article](#).

How do I purchase PDF credits?

Buying PDF credits is easy and can be done from Account & Billing, which is located under Settings > All Settings. If you need help, follow the steps outlined [in this article](#).

**WE LOOK FORWARD TO STAYING
IN TOUCH!**

Get in touch

To stay up-to-date with our latest news and updates, follow
us on social media, or visit riskwarden.com



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compliance under control.
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