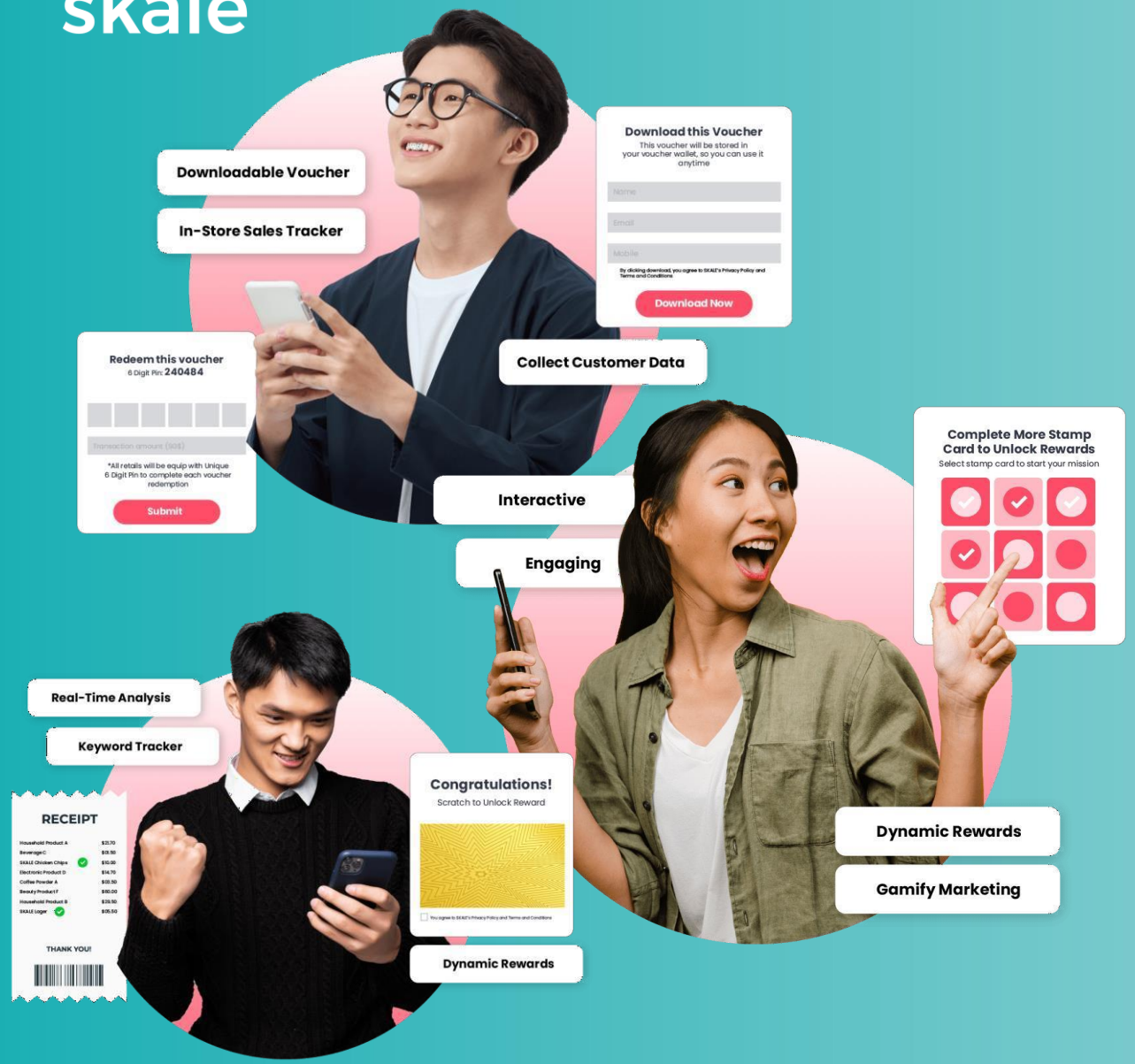
skale



SKALE's Agency Partnership Program

All-In-One Marketing Platform for Offline Businesses

As featured on

THE STRAITS TIMES THE EDGE MALAYSIA PenLah

e27 DISRUPT PROPERTY TECHINASIA THE BUSINESS TIMES RISE

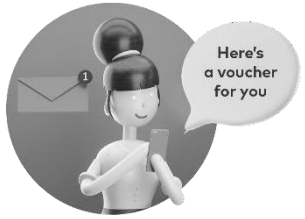
Meet SKALE

Every Digital Solution For In-Store Success

We are The Go-To Platform for Digitizing Offline Businesses
…with a Proven Track Record Enabling Thousands of Brick-and-Mortar Businesses Globally

Shopping Malls

FMCG



Retailers
(Big and Small)

THE STRAITS TIMES · MONEYFM 89.3 STAY AHEAD · THE EDGE MALAYSIA BUSINESS & INVESTMENT WEEKLY · martechasia · MIA Marketing In Asia Get Asia To Notice You · e27 · advertising+marketing THE MARKies AWARDS 2021 Finalist

SKALE Partners Agencies Globally to Empower the largest of FMCG brands, Regional Shopping Mall Groups and Retail Brands to Drive 30x and more Sales Uplift

Notable clientele:

CapitaLand · hypermart Low prices and more ... · Unilever · Anchor FP Food Professionals · The Face Shop · WingTai Asia · Skechers · Subway · DUO Galleria · MyTown Shopping Centre · Millenia Walk · Under Armour · MINISO · メイソウ · IKEA · Harvey Norman · HLA · MUJI 無印良品 · nichii · and many more...

4 Offices Serving
A Global Client Base

advertising+marketing's AGENCY OF THE YEAR 2022

advertising+marketing's MARKIES AWARDS 2022

12 FINALISTS • 1 LOCAL HERO • 2 GOLD • 1 SILVER • 2 BRONZE

- **12 Finalists** — AOTY & MARKies Awards
- **1 Local Hero** — Analytics Agency of the Year
- **1 Gold** — Analytics Agency of the Year
- **1 Silver** — Specialist Agency of the Year
- **1 Bronze** — MarTech Agency of the Year
- **1 Gold** — MARKies's Media Use - B2B Marketing
- **1 Bronze** — MARKies's Creative Idea - Experiential

SKALE's Agency Survey: Top Challenges in Winning and Retaining FMCG, Malls and Physical Retailers

1

Challenging to Drive Impact In-Store
(Footfall, Sales, Customer Data)

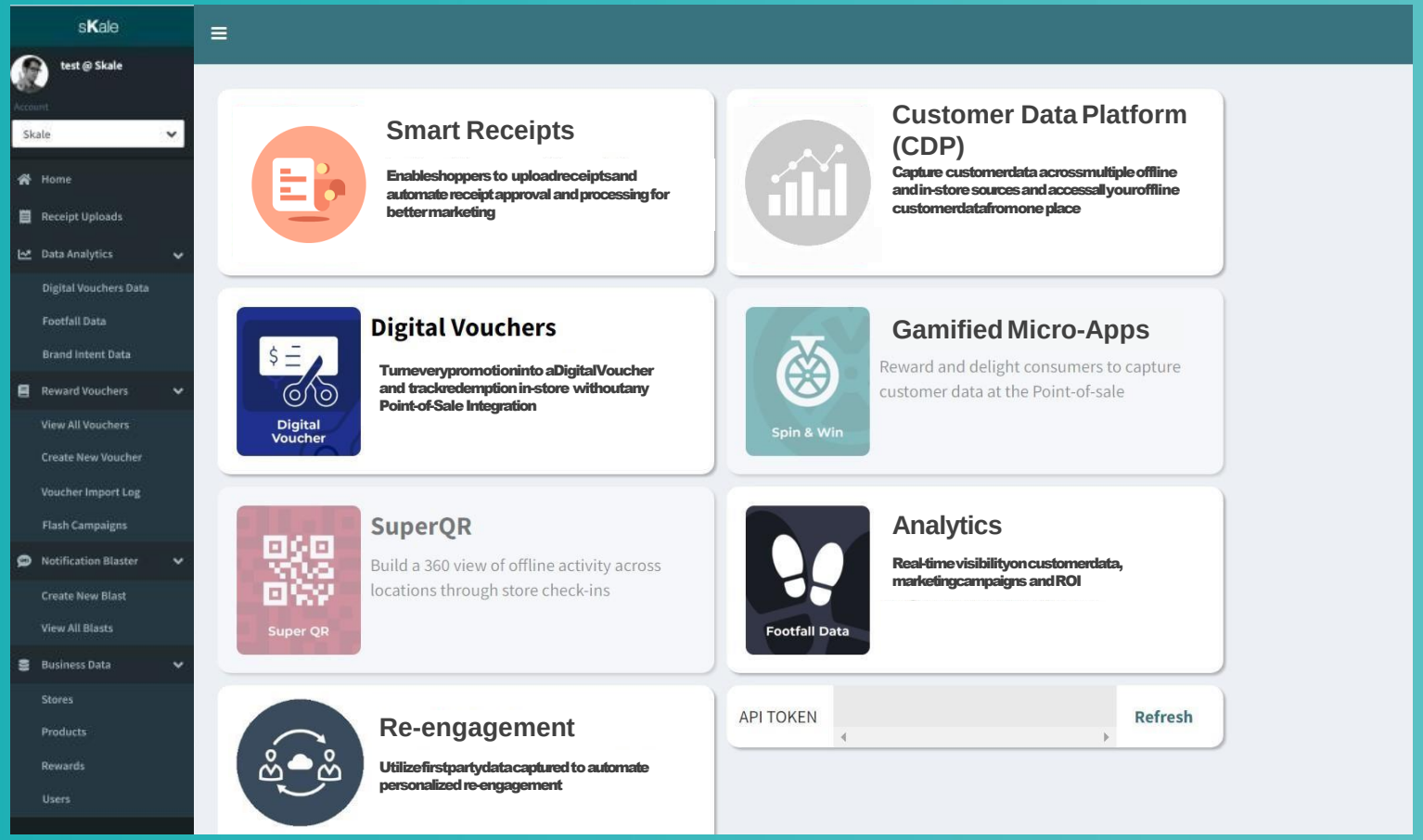
2

Unable to Track Online → Offline Sales & ROI
(Retailers do not want new hardware or integration into POS)

3

Fresh & Engaging Gamified Ideas that can be Seamlessly Executed Offline

A Fully Integrated Marketing Platform for Brick and Mortar (FMCG / CPG / Malls / Retailer) Businesses



Acquire New Customers

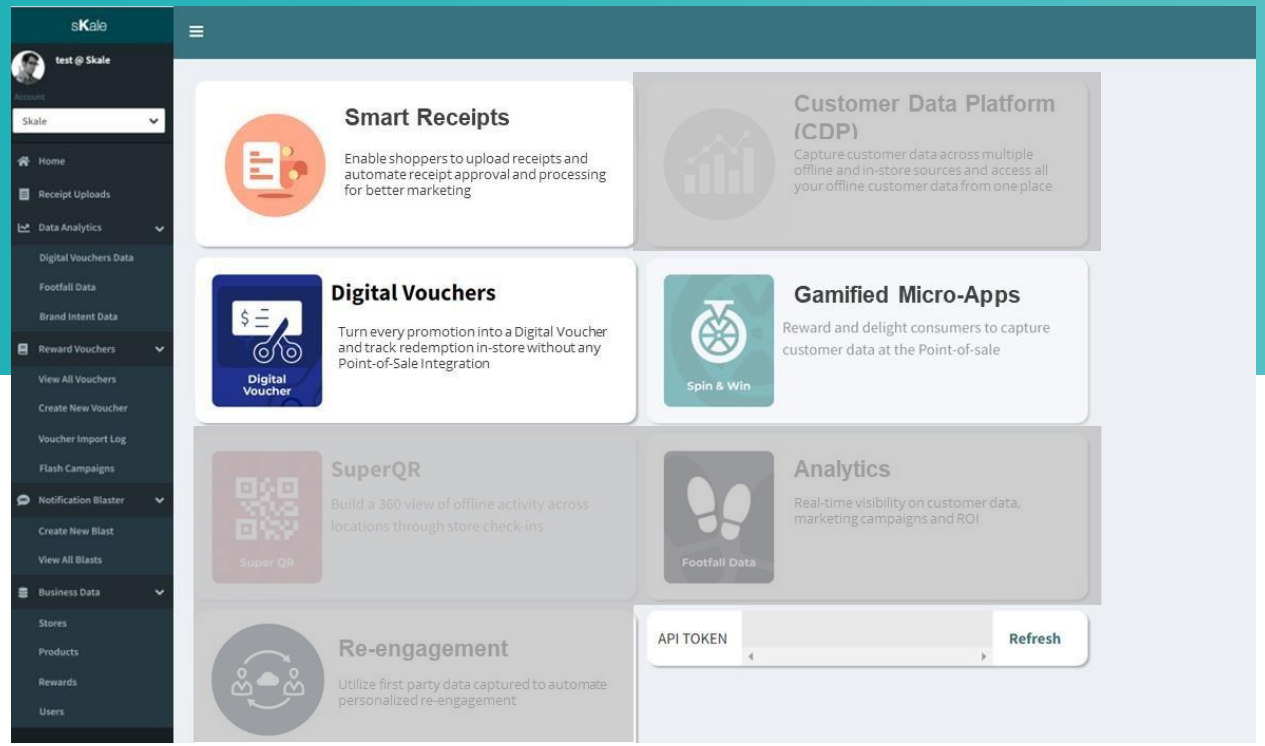
Colect Customer Data

Visualize and Analyze

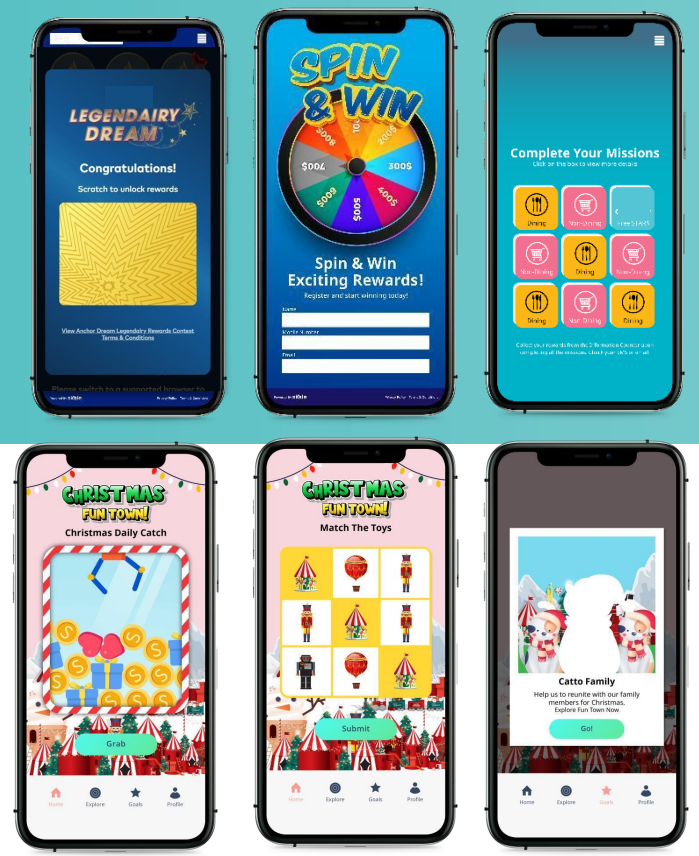
Act Upon It

A Fully Integrated Marketing Platform for Brick and Mortar

Acquire New In-Store Customers for Your Business



ActivateAnyMicroApp ForCustomerAcquisition anytime

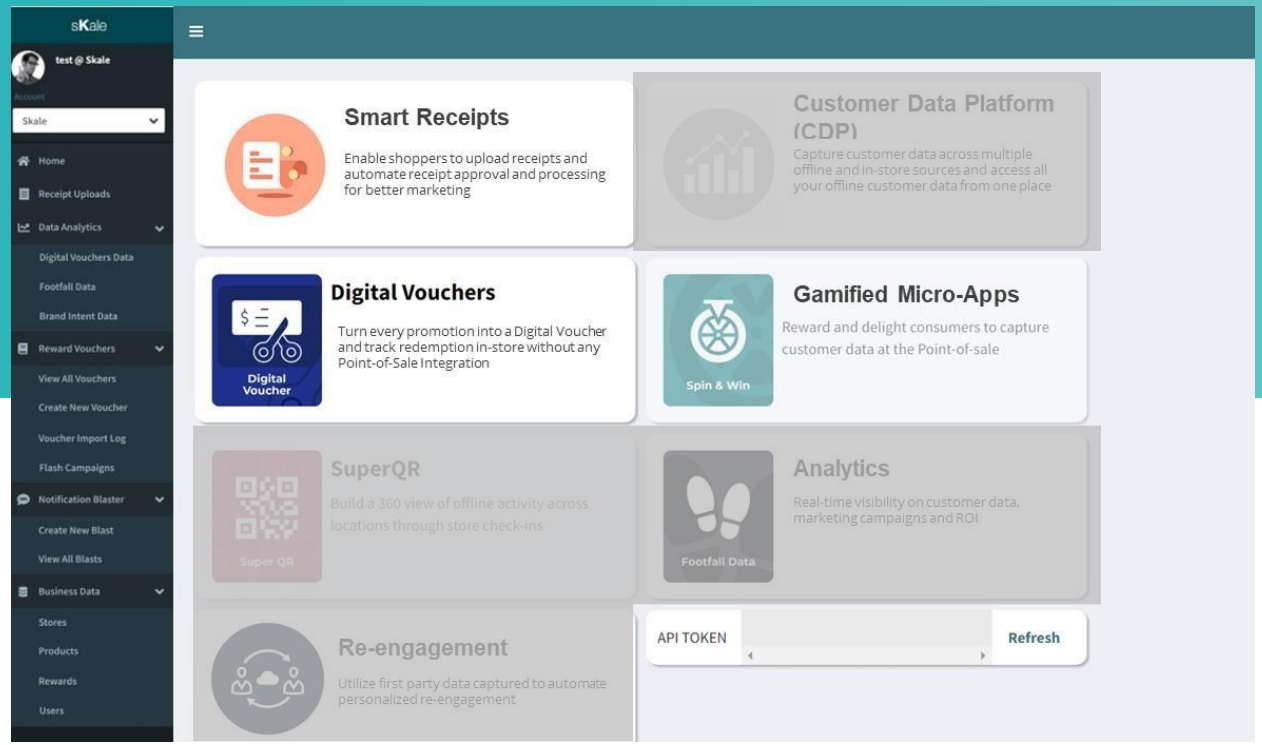


...andmanymore

A Fully Integrated Marketing Platform for Brick and Mortar

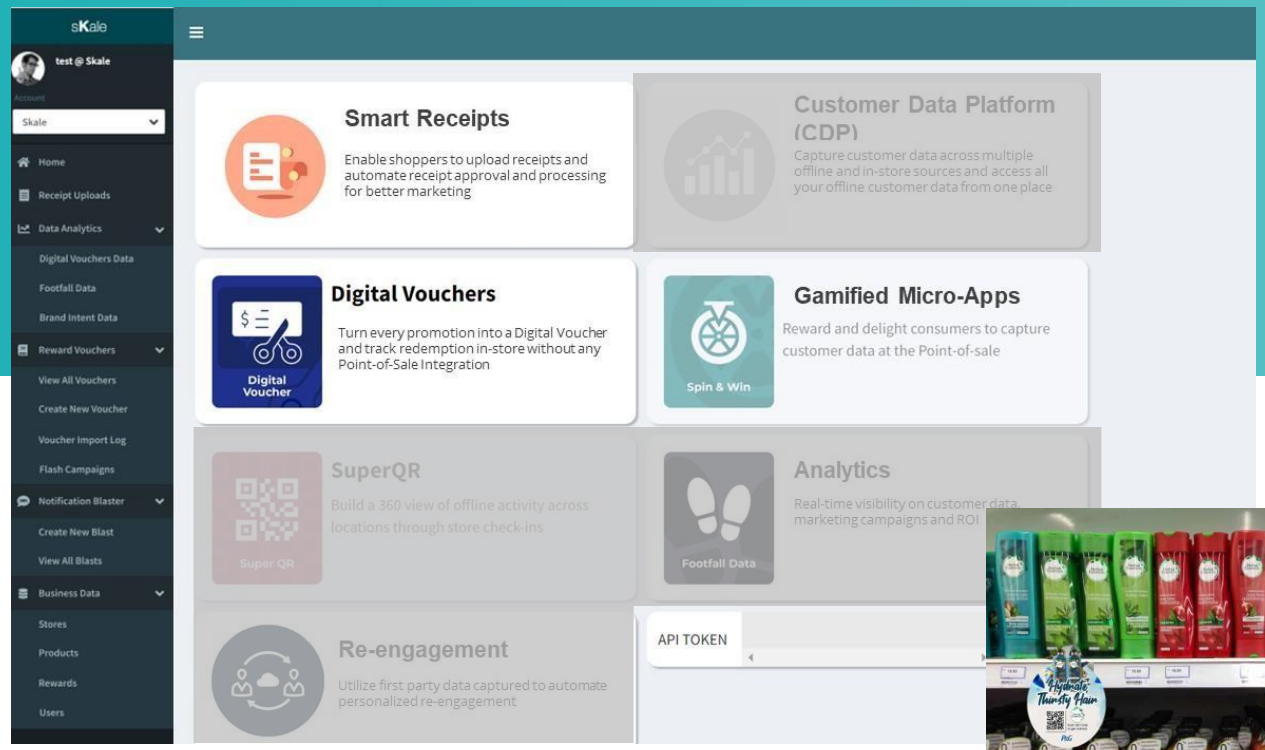
Capture Receipts + Real-Time ReceiptAnalysis for Smarter Rewards

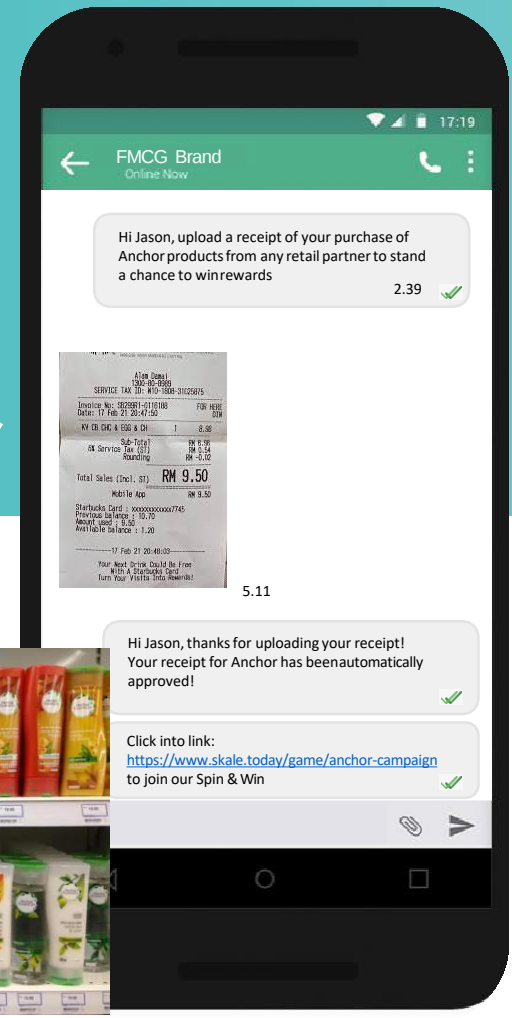
Acquire New In-Store Customers for Your Business



A Fully Integrated Marketing Platform for Brick and Mortar

Acquire New In-Store Customers for Your Business

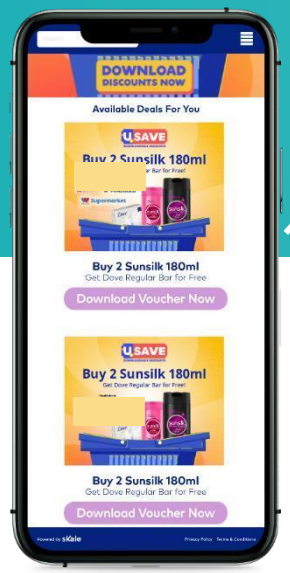


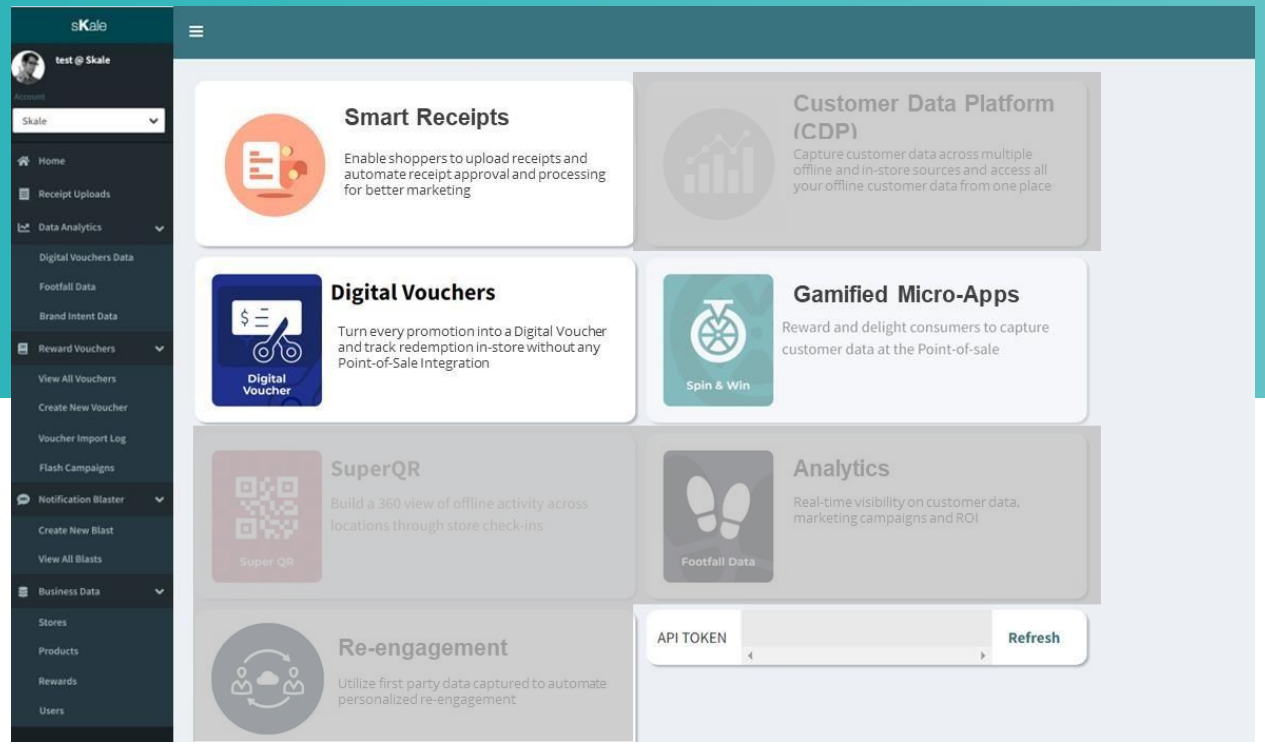


...andmanymore

A Fully Integrated Marketing Platform for Brick and Mortar

Acquire New In-Store Customers for Your Business





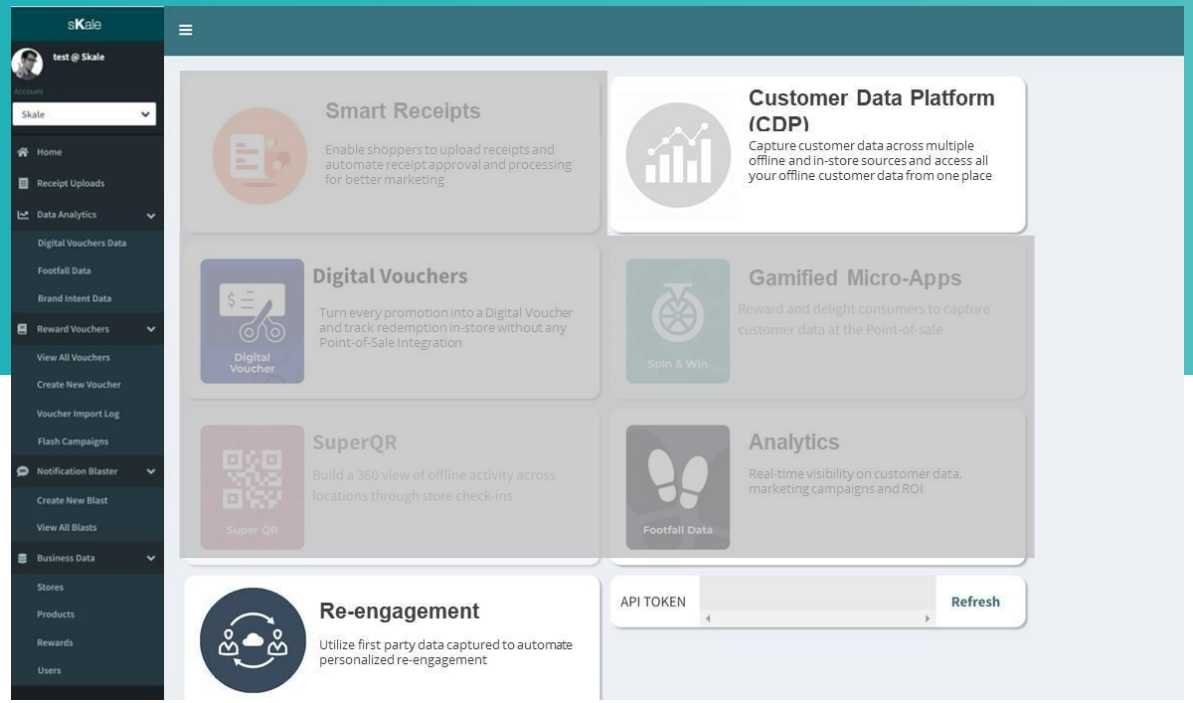
The Most Robust Offline Digital Voucher Solution

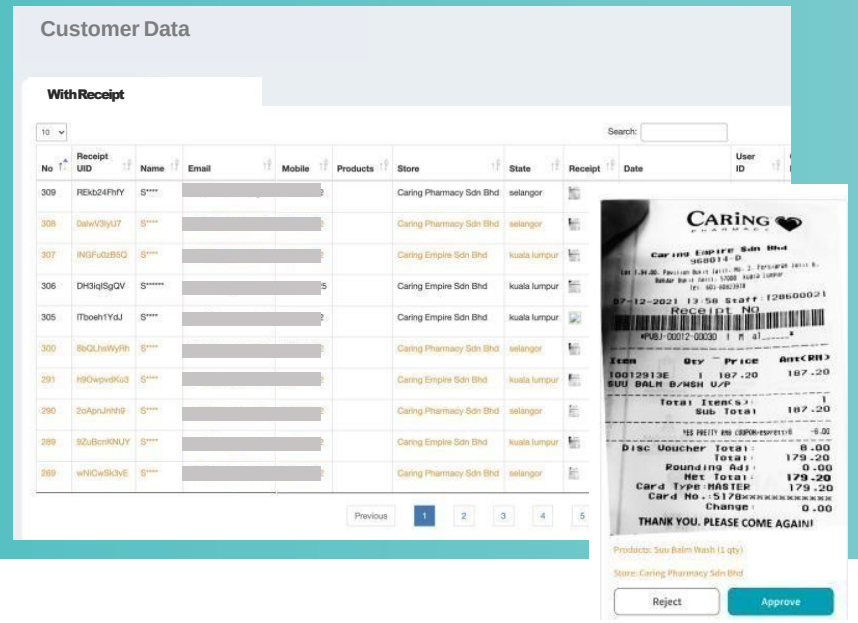
Turn every promotion into a Digital Voucher

99% POS Compatible

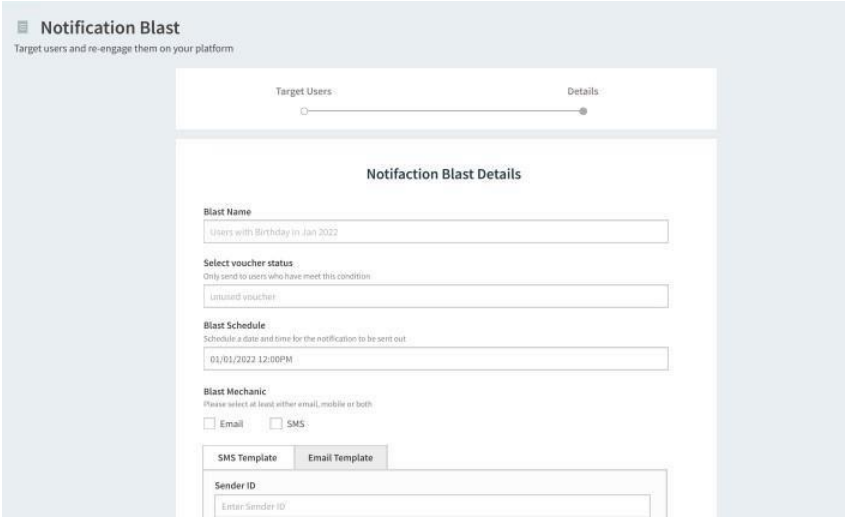
A Fully Integrated Marketing Platform for Brick and Mortar

Collect Unified First Party Customer Data across sources



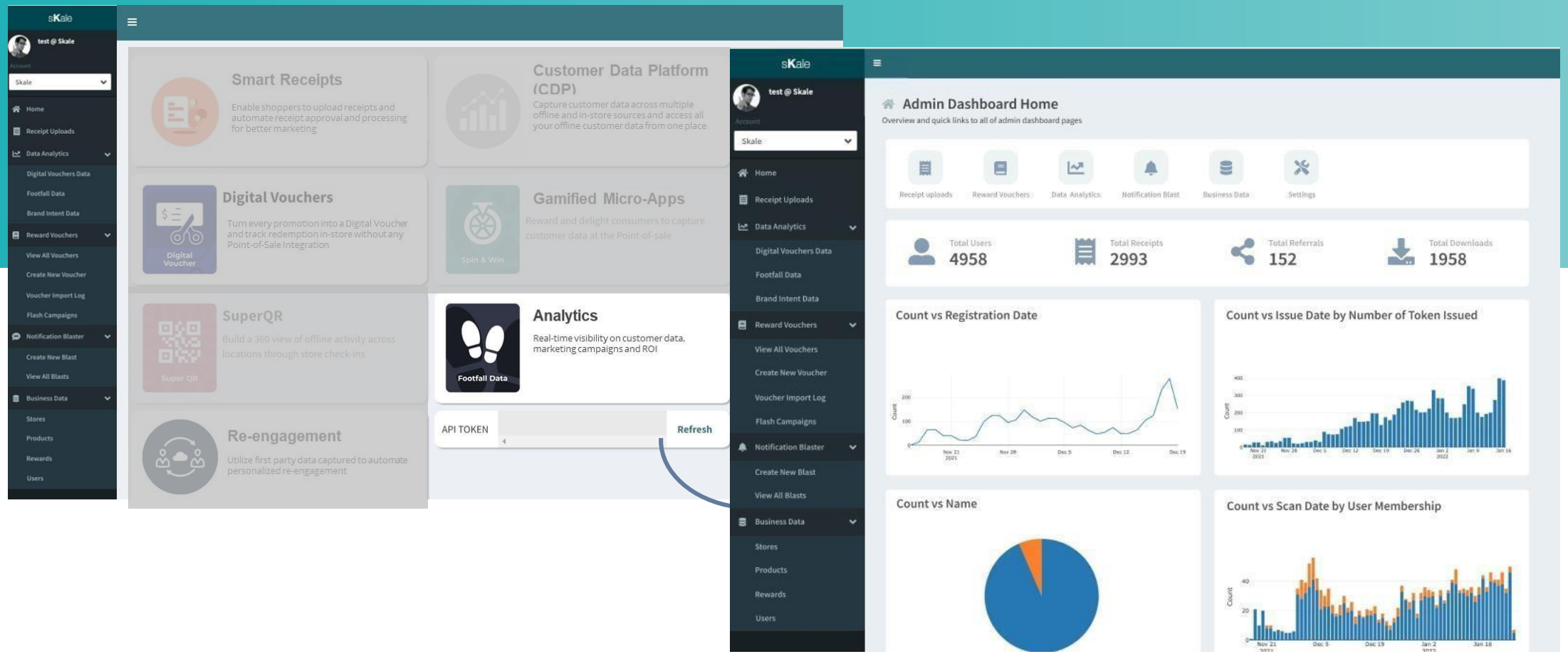


Trigger Automated Re-engagement to every Customer



A Fully Integrated Marketing Platform for Brick and Mortar

Analyse, Visualize your Offline Data from 1 place



SKALE's Standard and Advanced Solutions

Standard

(Customizable by AgencyDirectly)

- No Lead Time
- Managed by Agency
- Shared Cloud Only

SKALE Solutions

- Standard Mini-Games
  - Digital Spin & Win
  - Digital Scratch Card
  - Digital Quiz
  - More coming…
- Digital Vouchers

Advanced

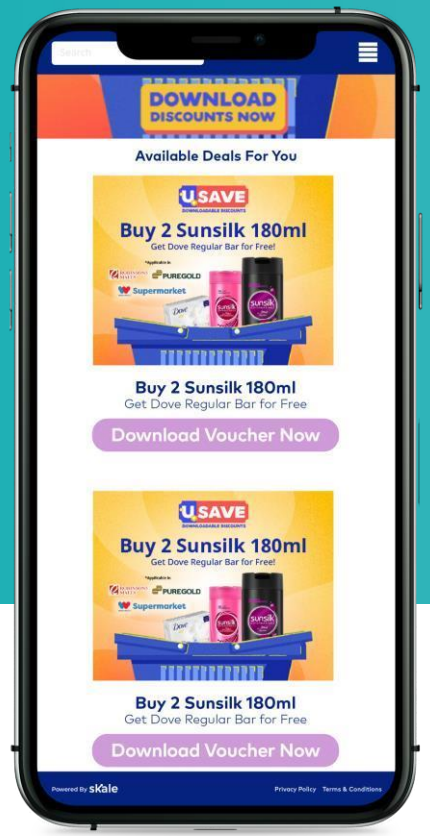
(Deployed by SKALE)

- Customized
  - Timeline depends on customization needed
- Technology Deployed & Managed by SKALE, Client Managed by Agency
- Shared / Dedicated Cloud

SKALE Solutions

- Digital Stamp Card
- Augmented Reality / VR / Metaverse
- Customized Gamification
- Smart Receipts
- Whatsapp Chatbot

SKALE's Suite of Micro-Apps



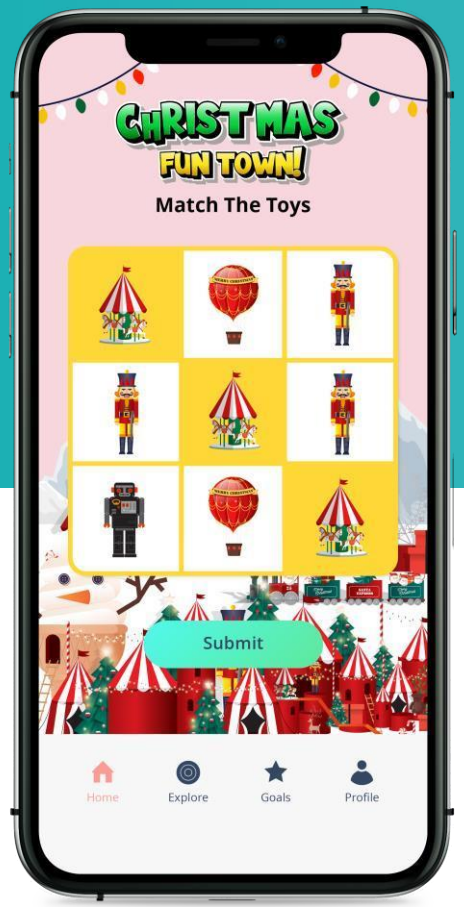
Digital Voucher

Digital Stamp Card

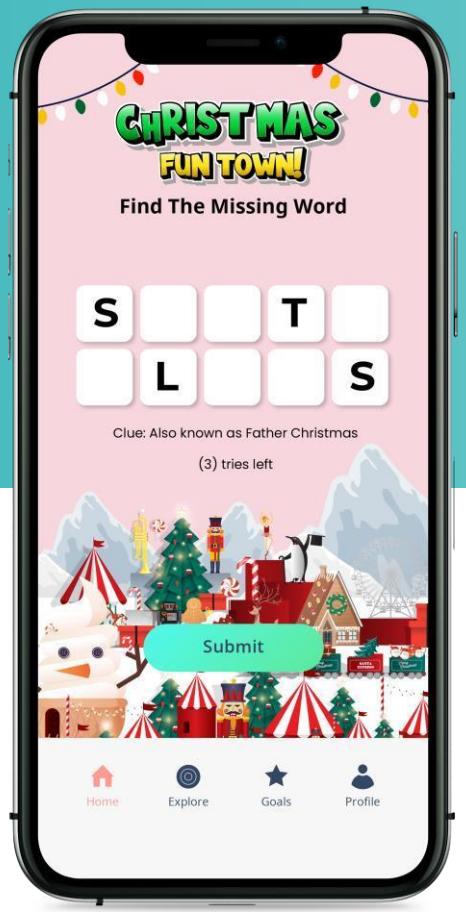
Spin and Win

Augmented Reality

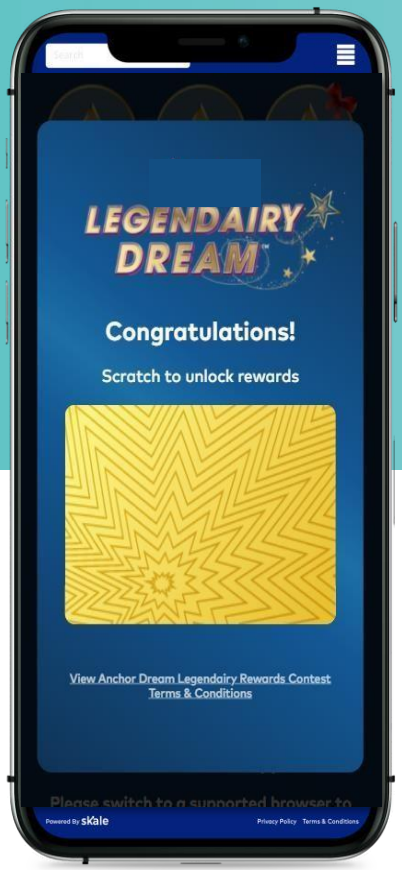
SKALE’s Suite of Mini Games



Match the Tiles
Or Find the Lucky Combination



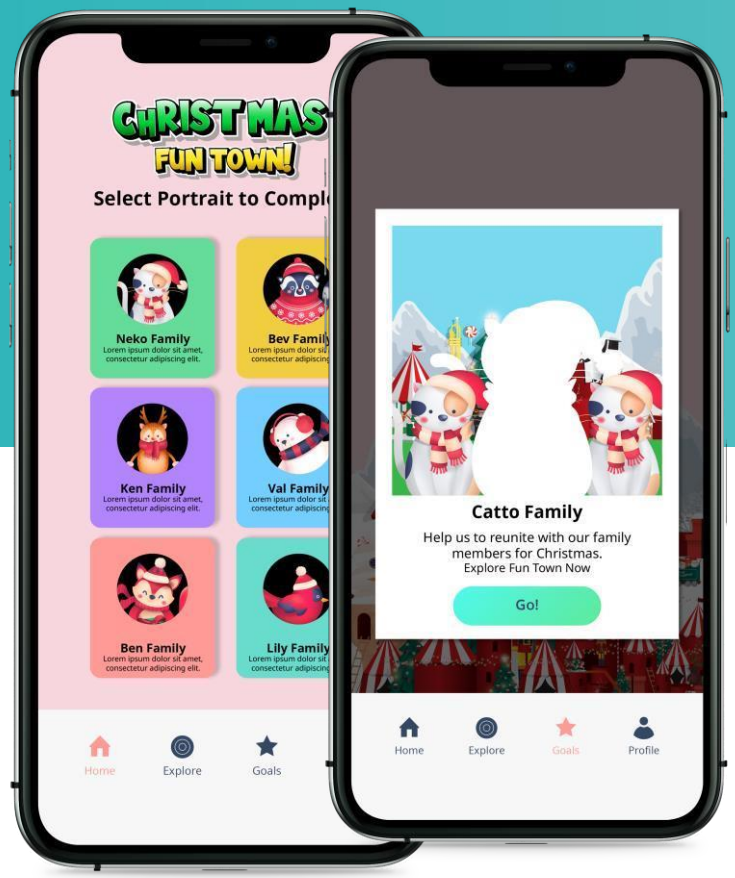
Daily Word Buzz Challenge



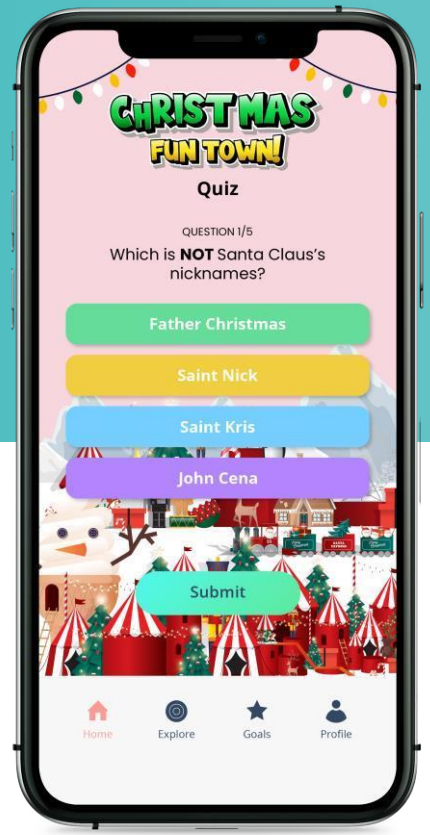
Daily Scratch Card

SKALE's Suite of Mini Games

Spot the Difference



Scan Product QR Codes



Daily Quiz

Claw Machine

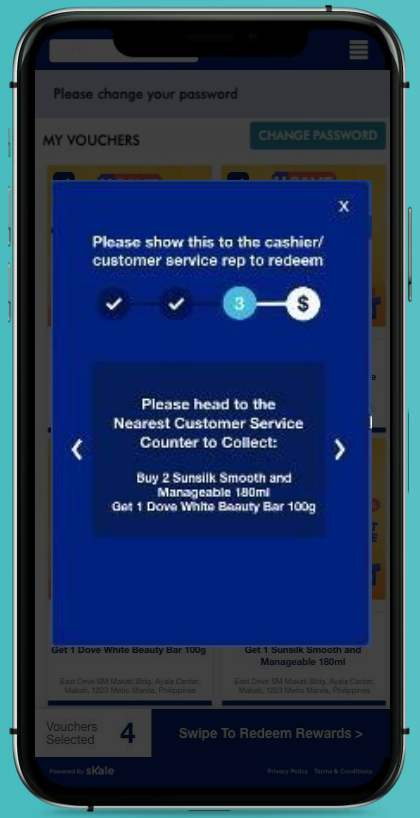
SKALE's Digital Vouchering Solution

(Track every Promotion redemption with no POS integration)

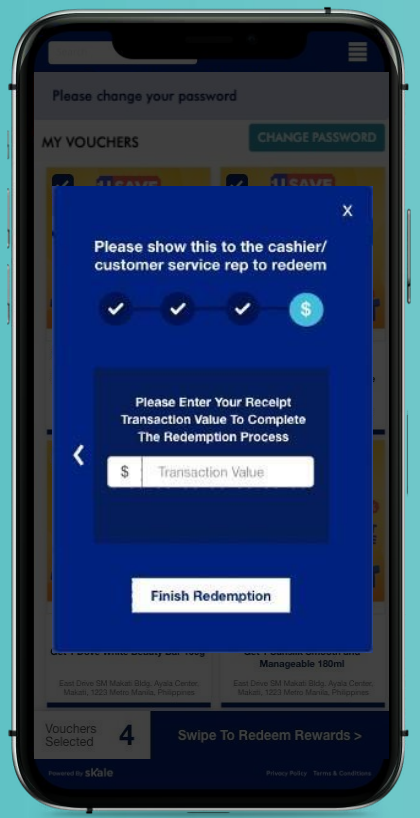
27X ROAS

QR Code

Barcode



In-Store Instructions



Upload Receipt or Input Transaction Data

SKALE's Smart Receipt Solution

(Automate receipt validation, processing scalably)

Store Name
Product Name
Transaction Amount

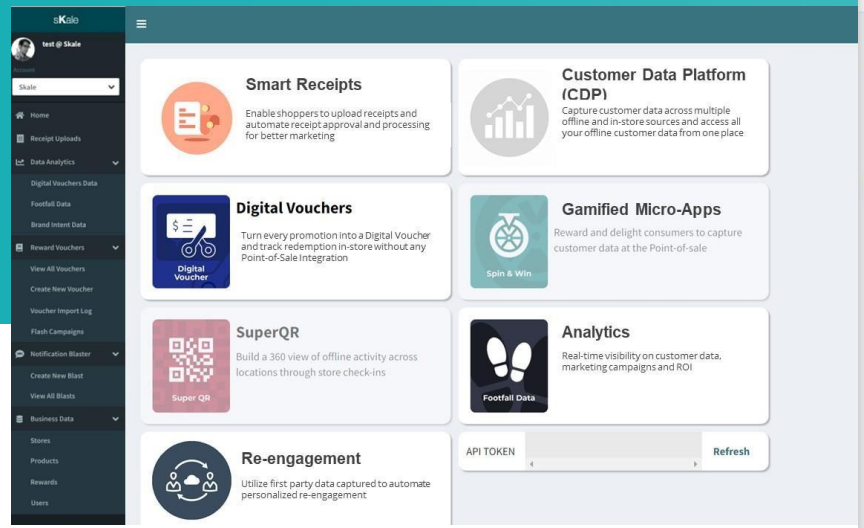
Smart Receipts

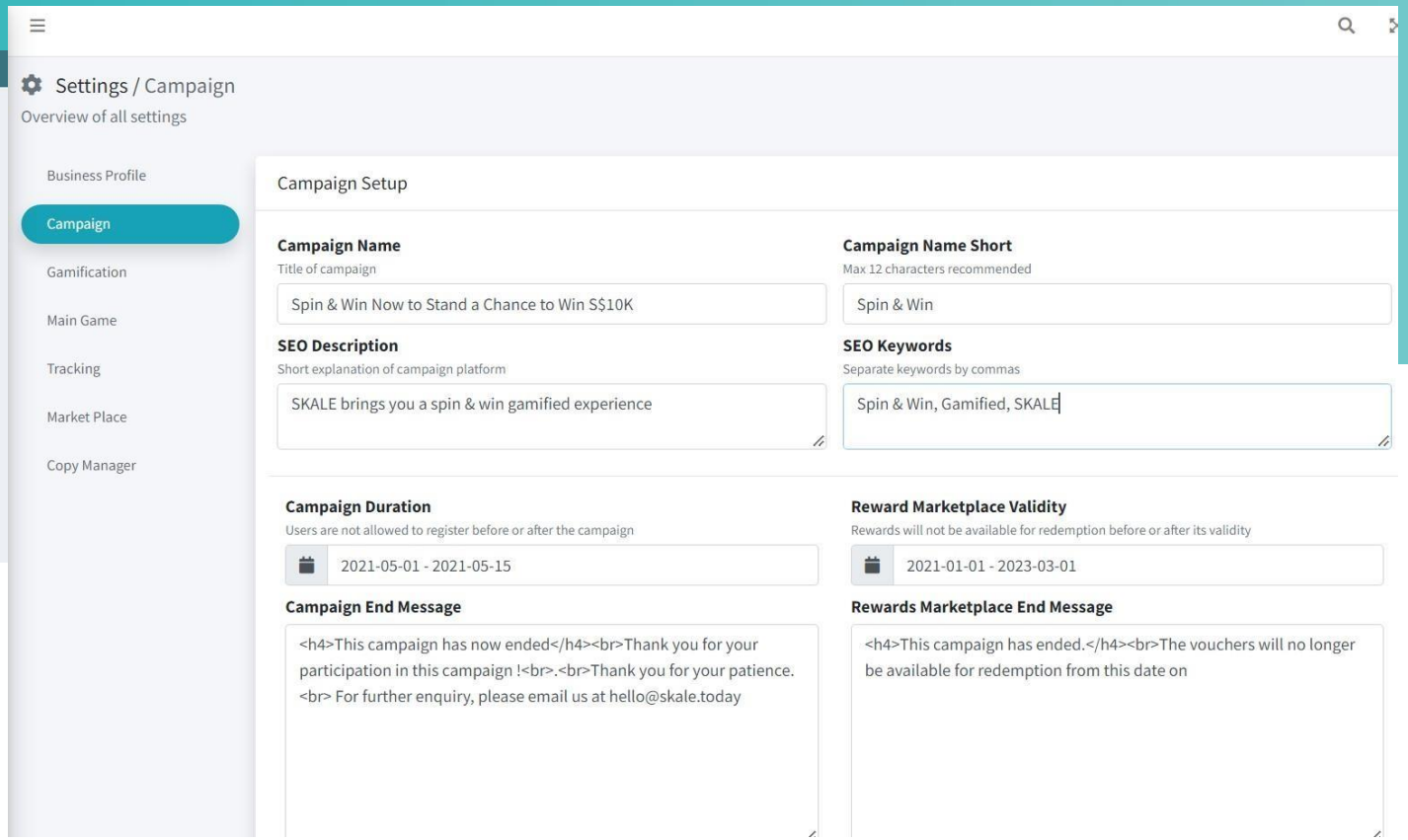
Captures Customer Data Real Time
Processes Receipt Information Real-Time
Automated Approval of Receipts

- Image accuracy, 99% within seconds
- Extracts
  - Merchant Name
  - Date
  - Quantity
  - Description
  - Total Amount
- Flexibility to include Client-Specific Custom Rules
- Automated Matching of Keywords to validate, invalidate receipts
- Integrate SKALE's API to your applications
- Fully Secure, with Penetration Testing

Fully Customizable Gamification System Managed by SKALE or your Agency

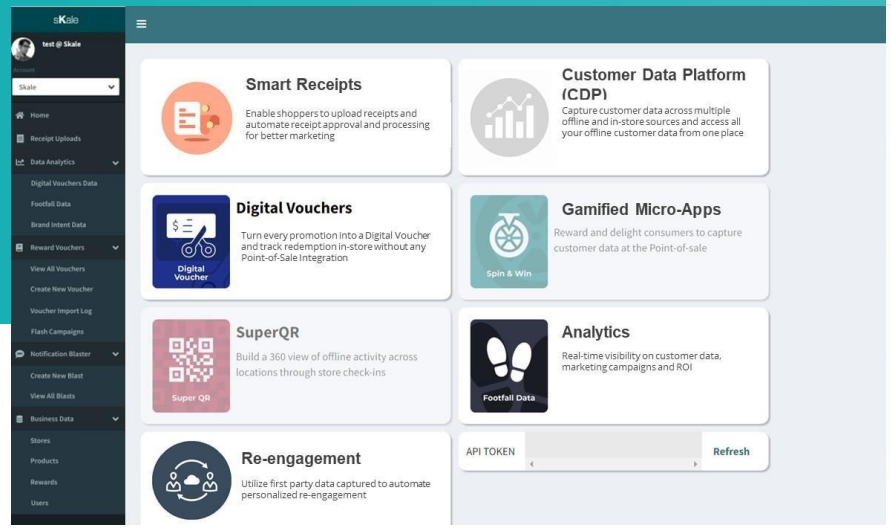
1 Customize Campaign Details and Duration

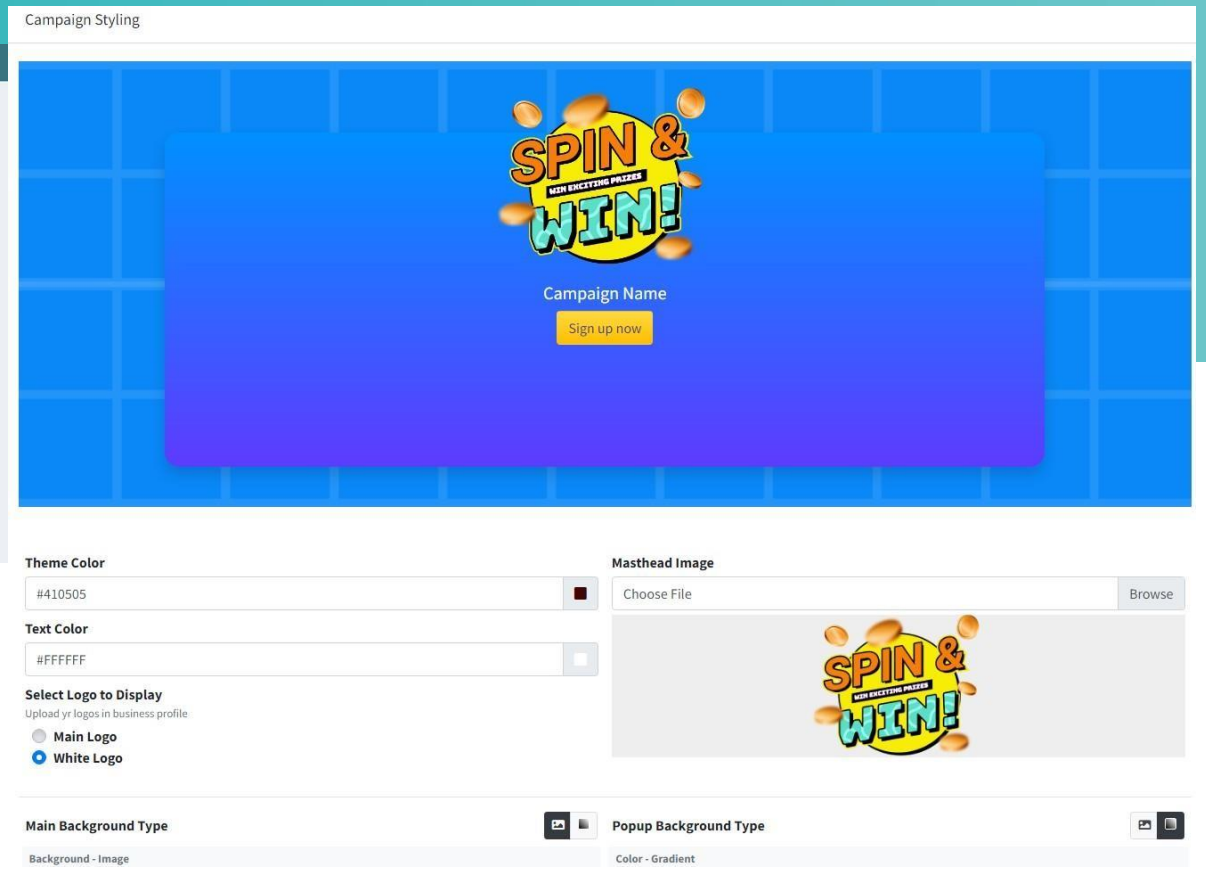




Fully Customizable Gamification System Managed by SKALE or your Agency

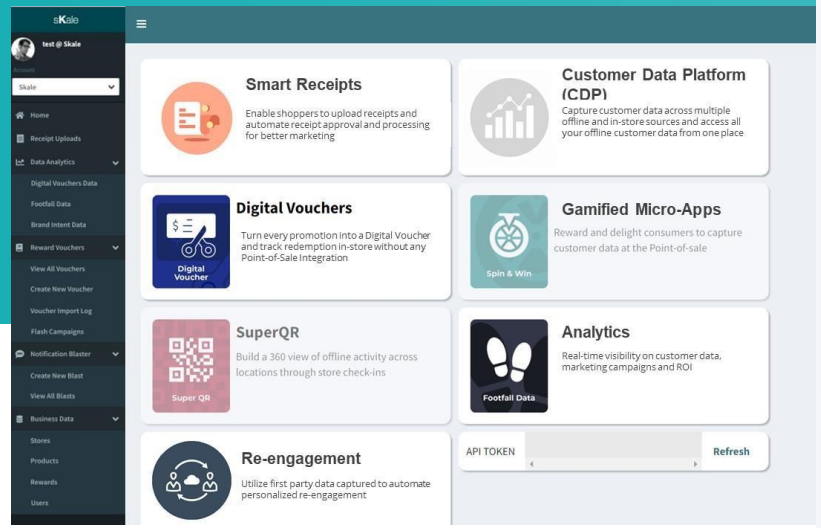
2 Fully Customizable Look and Feel

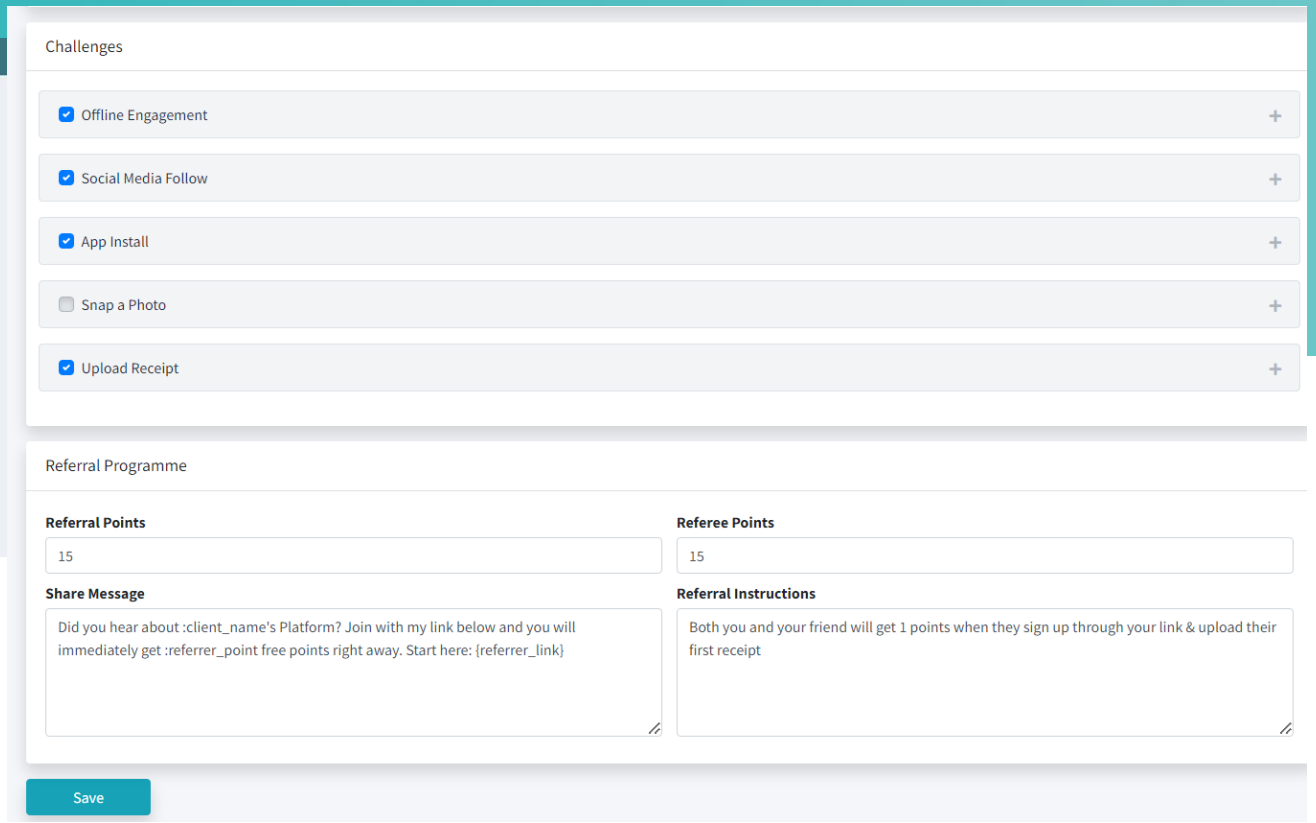




Fully Customizable Gamification System Managed by SKALE or your Agency

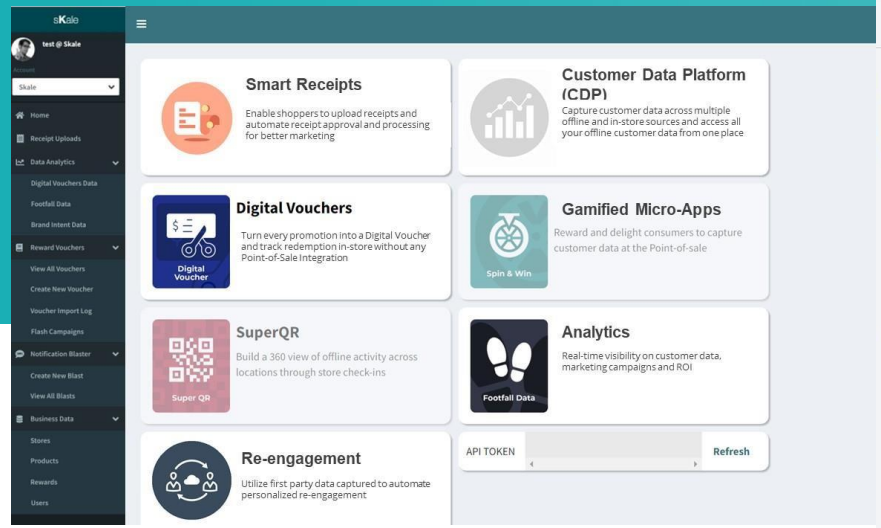
3 Incentivize Shoppers to Achieve Your Objectives

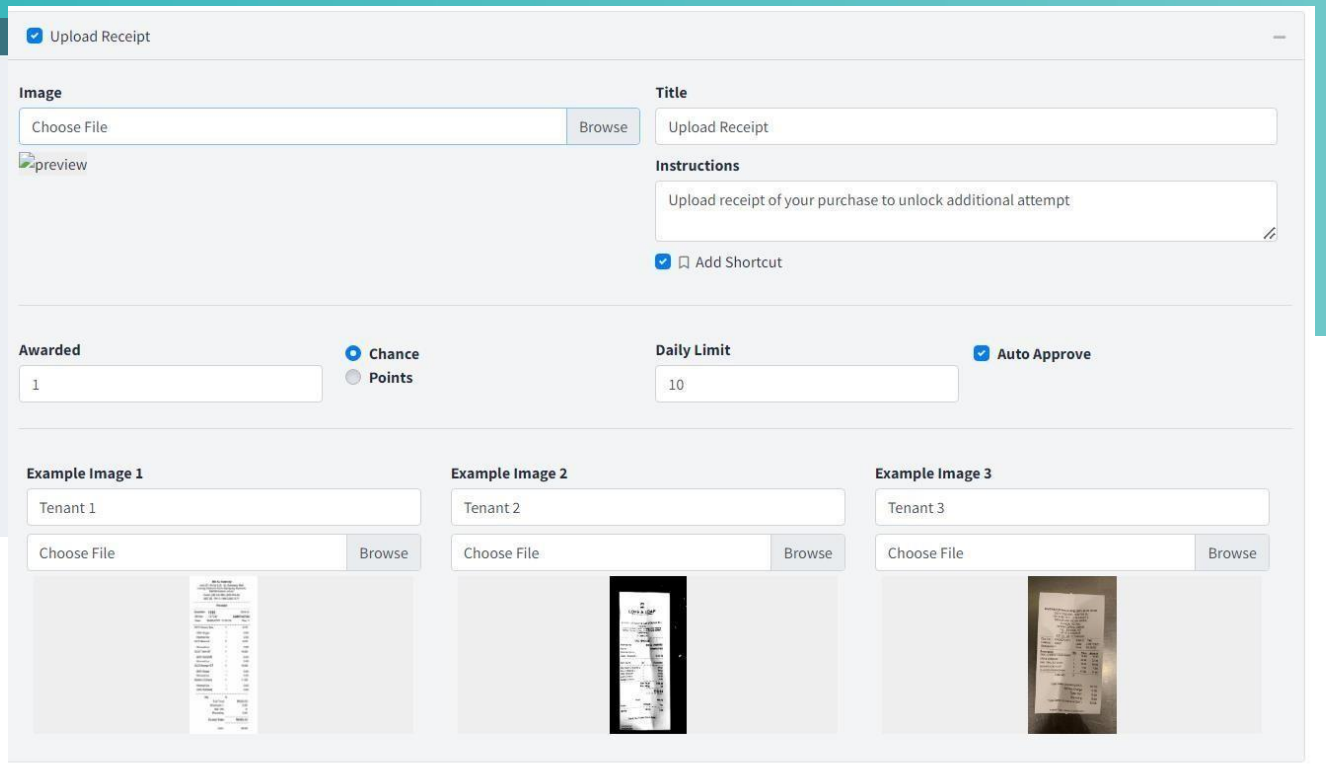




Fully Customizable Gamification System Managed by SKALE or your Agency

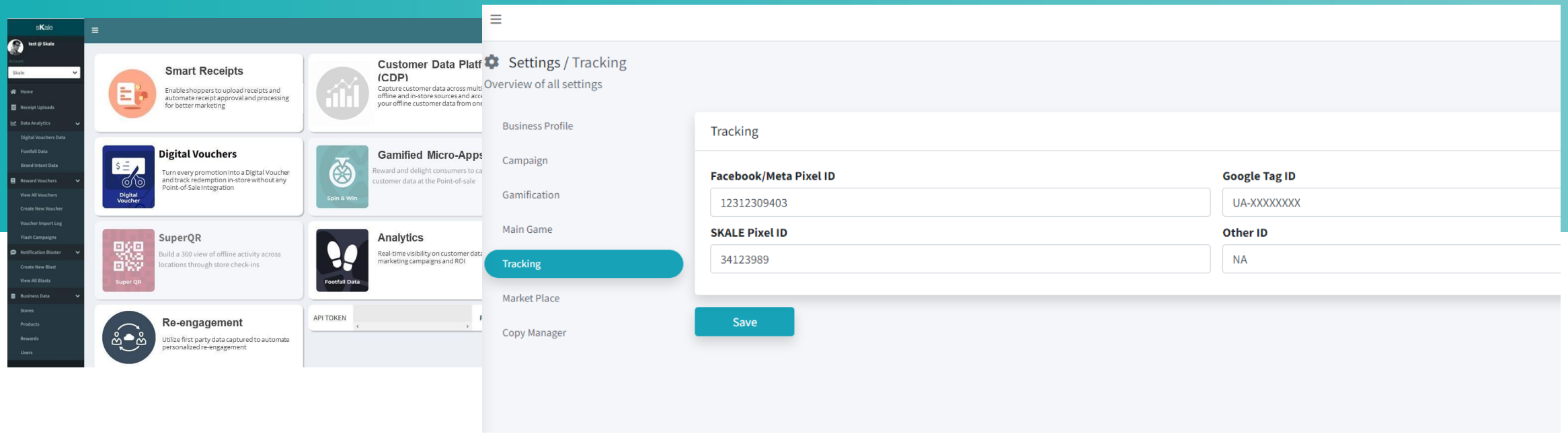
3 Customize Every Single Mechanic within Game



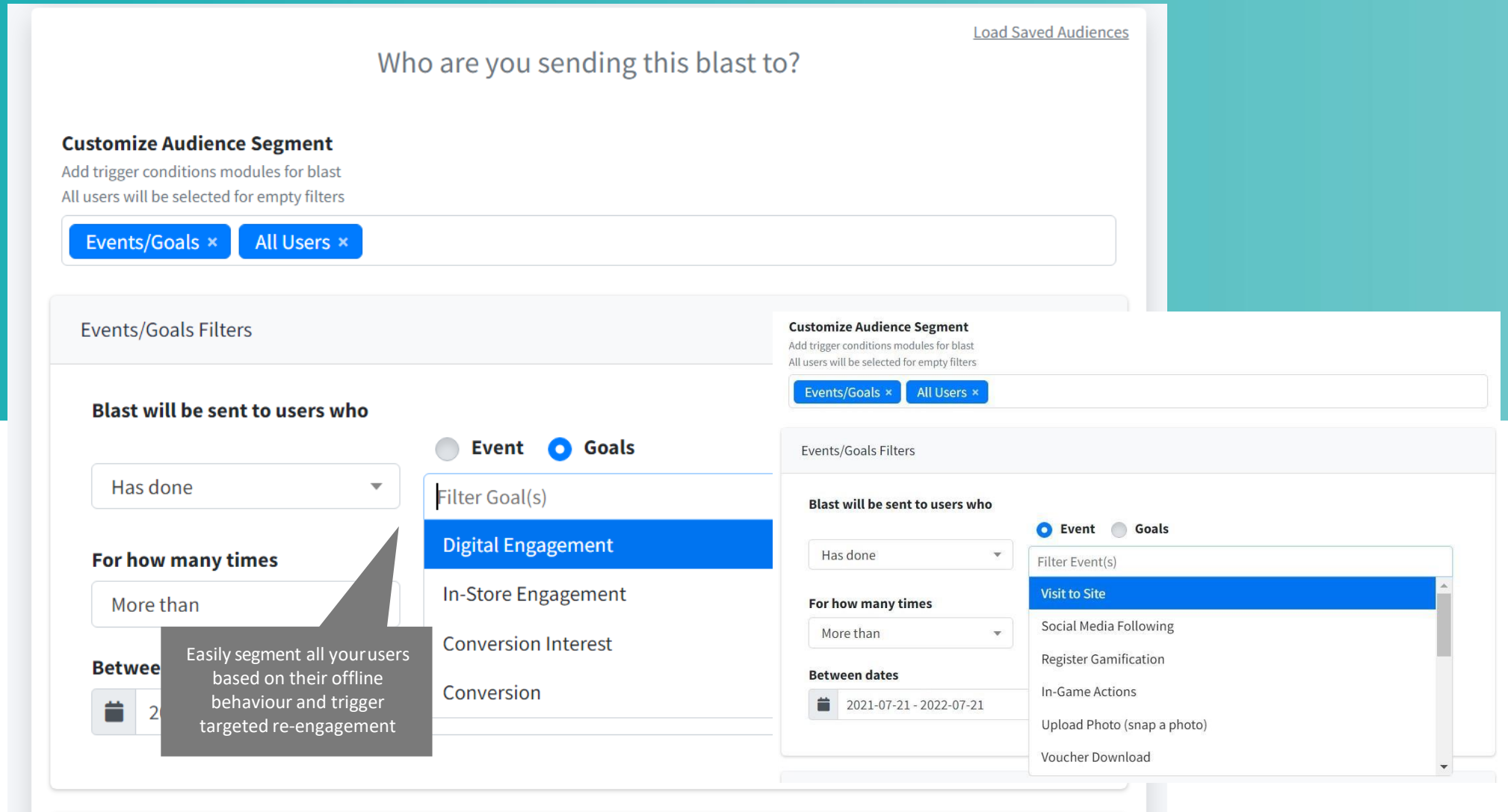


Fully Customizable Gamification System Managed by SKALE or your Agency

4 Embed Your Marketing Trackers

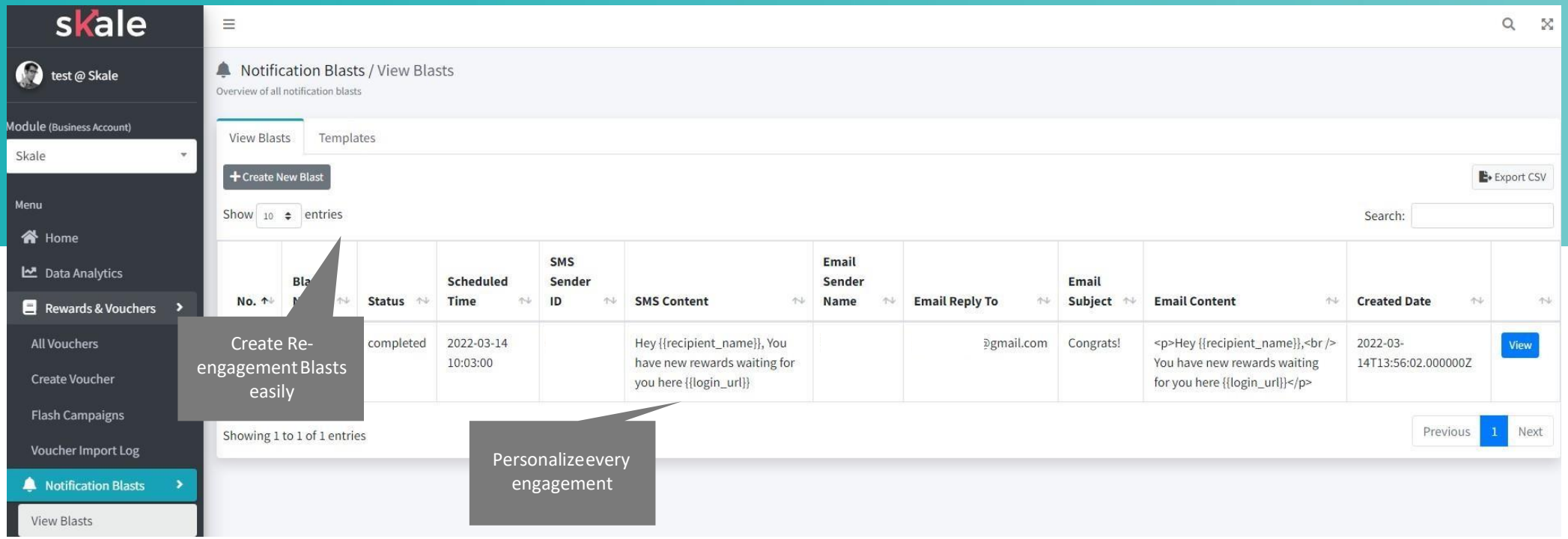


Segment all your Offline Customer Data

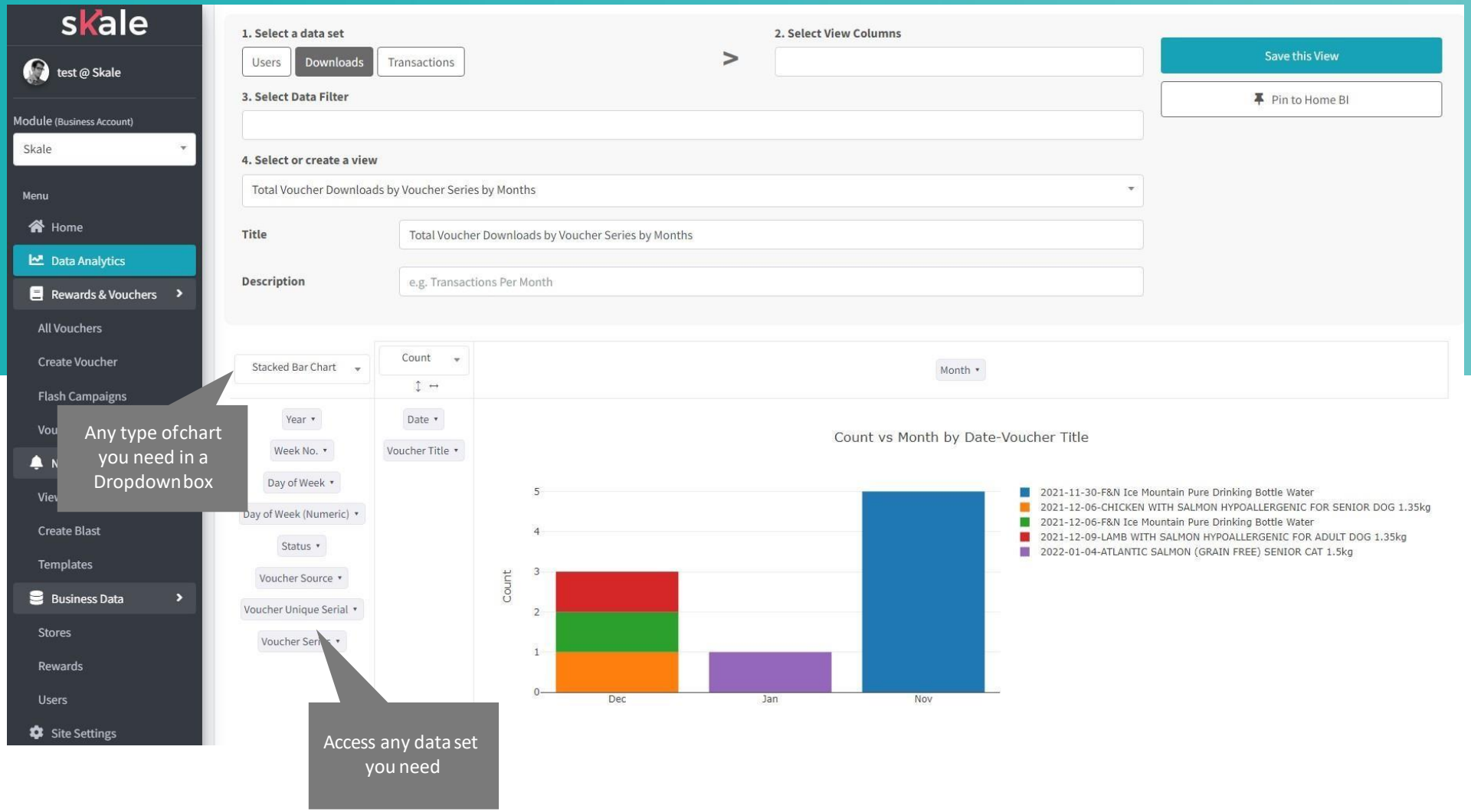


Trigger Customer Re-engagement Blasts easily

*Dummy data set for confidentiality purposes

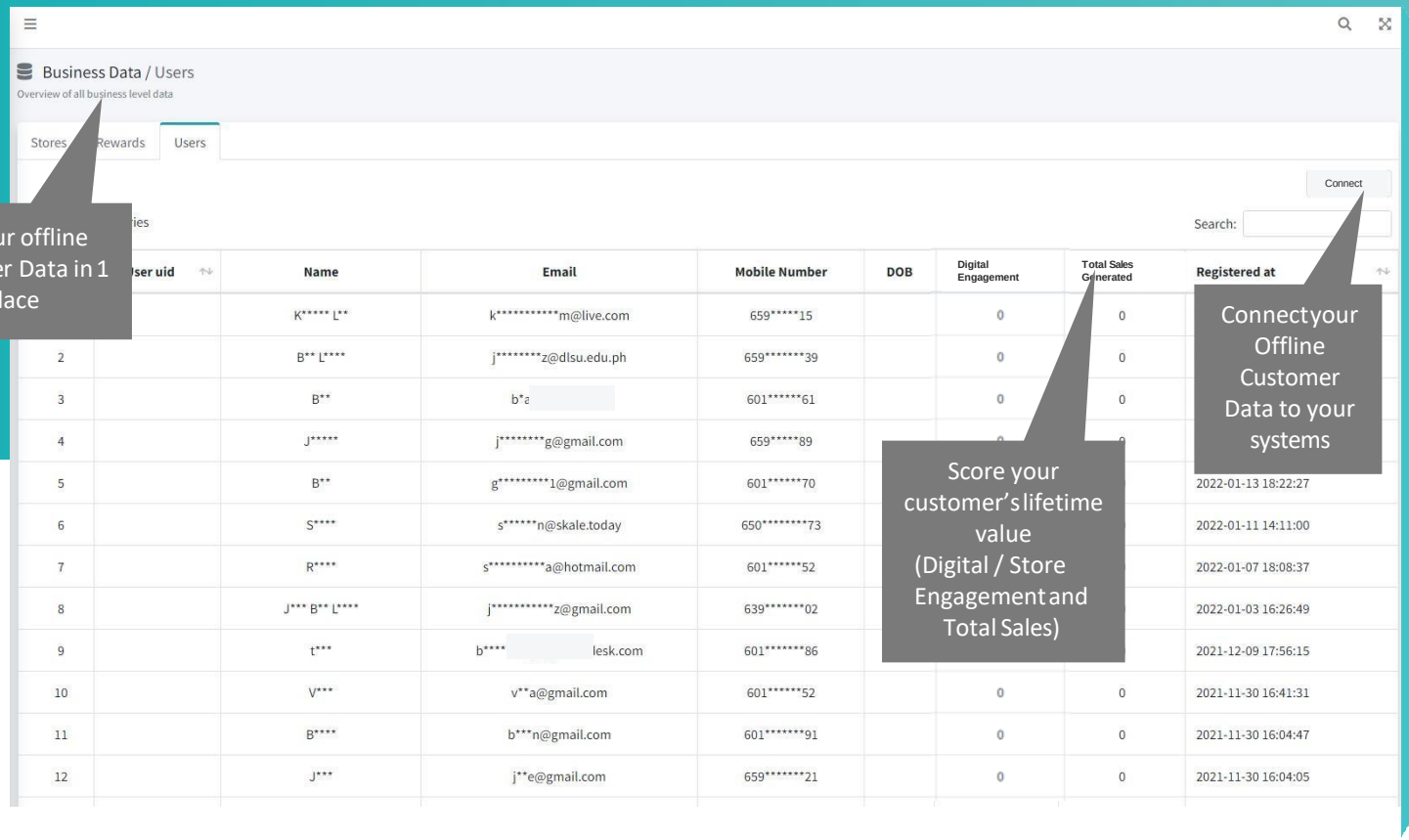


SKALE's Analytics Platform is as modular and robust as Excel, Ready For Use by marketers, data analysts and more from Day 1 without any training



Connect all your Customer Data with your Existing Marketing Infrastructure

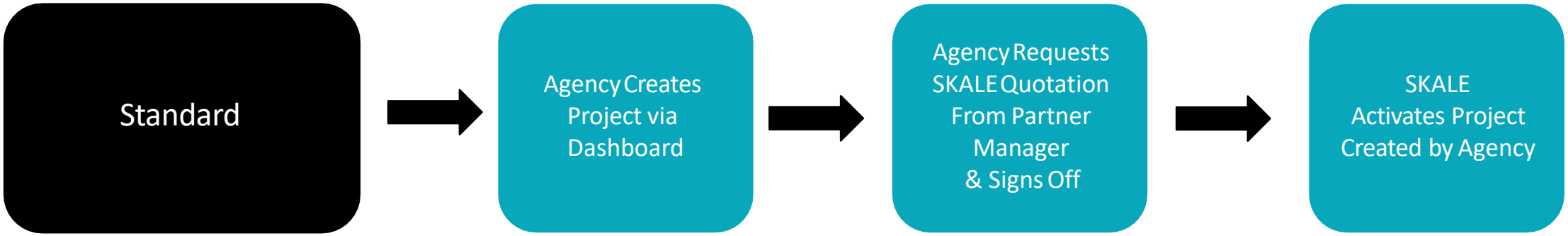
*Dummy data set for confidentiality purposes

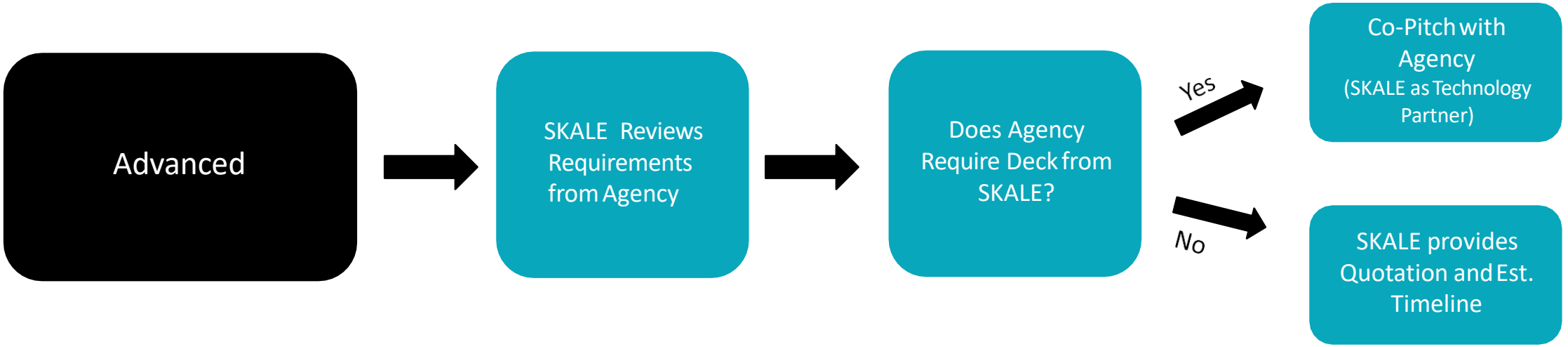


	User uid	Name	Email	Mobile Number	DOB	Digital Engagement	Total Sales Generated	Registered at
1		K***** L**	k**********m@live.com	659*****15		0	0	
2		B** L****	j********z@dlsu.edu.ph	659*******39		0	0	
3		B**	b*a	601******61		0	0	
4		J*****	j********g@gmail.com	659*****89				
5		B**	g*********1@gmail.com	601******70				2022-01-13 18:22:27
6		S****	s******n@skale.today	650********73				2022-01-11 14:11:00
7		R****	s**********a@hotmail.com	601******52				2022-01-07 18:08:37
8		J*** B** L****	j**********z@gmail.com	639*******02				2022-01-03 16:26:49
9		t***	b**** lesk.com	601*******86				2021-12-09 17:56:15
10		V***	v**a@gmail.com	601******52		0	0	2021-11-30 16:41:31
11		B****	b***n@gmail.com	601*******91		0	0	2021-11-30 16:04:47
12		J***	j**e@gmail.com	659********21		0	0	2021-11-30 16:04:05

1. **CRM**
2. **Customer Data Platform**
3. **Facebook / GoogleAds**
4. **Ecommerce Platform**

How to Activate SKALE's Solutions





SKALE's Partnership Model with Agencies

SKALE is looking for like-minded Agency and Solution Partners globally to ideate, consult, implement and drive value for global FMCG, Retailers and Malls

SKALE is the Technological Engine to Enable Agencies and Solution Partners to Capture Growth In a $90bn Retail Market

Value Journey

Technology SKALE's Offline and Omnichannel Technology to Drive Performance

PR

Media Buying

Creatives: Content Conceptualization & Creation

Overall Marketing Strategy

SKALE Partnership Ecosystem

sKale +

PR Agencies

Media Buy Agencies

Creative & Content Agencies

Full Service Agencies

Why Partner SKALE?

- **Specialized Technology, Built for FMCG, Malls and Retailers**
- **Unlock ability to Drive Impactful and Trackable Results (ROAS)**
- **Track Real-Time Campaign Performance with SKALE's Dashboard** (Total Sales, Total Leads, # of Clients, Basket Size Data, ROAS by Platform)
- **Seamless implementation, Fully Managed by SKALE for Agency**
- **Uplift Client Marketing Spend with Ready to Deploy Gamifications**

Why Partner SKALE?

Track In-Store Conversions and Demonstrate ROI to Clients

Opportunity to Increase Client Budgets and Total Size of Client Accounts

New Revenue Share Opportunity
Resell SKALE's Technology
(20% - 50% Mark Up on Discounted Pricing)
Tech Fully Managed by SKALE

Go beyond Tactical Campaigns, Help Clients Capture Customer Data

Free Partnership Program
No Frills, No Minimum Targets
Full Access to Agency Resources

SKALE's Agency Partners are generating 6-digit revenue (USD) from re-selling SKALE's Technology Solutions

Our Agency Onboarding Journey

Introduction to SKALE

C-Suite

Introduction to Digital Marketers / Account Managers /

Signing of Standard Agency Partnership Agreement

Provide Access to Agency Portal

- Demo(s)
- Ready to use Slides
- Rate Card
- Agreement
- FAQ

Trainings for Sales Team / Account Managers / Digital Marketing

(Optional) Proof-of-Concept With Agency's Client

SKALE's Technology Has a Proven Track Record in Enabling Success

SKALE Gamification

SKALE Smart Receipt

Anchor FP FOOD PROFESSIONALS

7x ROI

6,500 In-Store Transactions

10k Customer Data

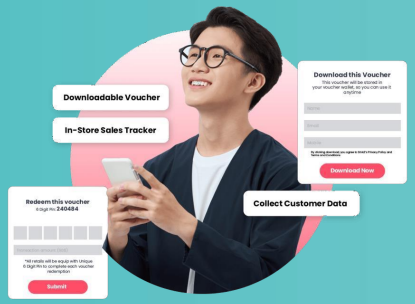
Digital Vouchers

MyTOWN SHOPPING CENTRE

13x ROI

60% - 95%

Voucher Redemptions



Enterprise Digital Voucher Platform

SKALE Gamification

Automated Re-engagement

CapitaLand

$4.5m Sales in Mall

5,000 New Customer Data & App Members

Digital Vouchers

SKECHERS

96x ROI

6,500 In-Store Transactions

10k Customer Data

Smart Receipts Smart Rewards

Digital Vouchers

hypermart
Low prices and more ...

27x ROI

100% Increase in Basket Size

SKALE Gamification

Digital Vouchers

DUO GALLERIA

7x ROI

70% Voucher Redemptions

Suite of Gamification

Agency Partnership Tiers

Annual Tiers*	Preferential Pricing	Partner Badge	Demo Account	Co-Pitch on Advanced Projects	Marketing Support	Invites to SKALE Client Events	Sponsorship for Awards
Standard (All Agency Partners)	✓	\	✓				
Silver (Min 3 Projects)	✓	\	✓ Early access[1]	\	\ Leads/ Referral[2]		
Gold (> 10 Projects)	\ Additional Incentive	✓	\ Early access[1]	\	\ Quarterly Plan[3]	\	
Platinum (> S$100k and above)	✓ Additional Incentive	\	✓ Early access[1]	✓	\ Quarterly Plan[3]	\	✓

*Annual tiers reset at end of each calendar year

1. Early access to new product roll-outs for Standard and Advanced Modules
2. SKALE reserves full discretion on its marketing and lead generation plans to generate leads for its agency partners
3. SKALE shall align with its agency partner on its quarterly marketing budget and support

SKALE's Preferential Rate Card for Agency Partners

Items	Shared Cloud	
	One Time (USD)	**Monthly (USD)** **Min 3 months**
Standard Gamification		
Standard Games • Digital Scratch Card • Digital Spin & Win • Digital Tap & Win • Digital Riddle and more	1,425	285
Advanced Gamification		
Advanced / Customized Gamification • E.g. Digital Stamp Card	To quote separately From $2,000 to $30,000	To quote separately
• Digital Vouchers	1,900	380
Smart Receipts	1,900	Higher of $800, or 0.15 / receipt
WhatsApp ChatBot	1,900	Higher of $800, or Based on country rates
Cost per Engagement	From USD 0.07 *Rates may vary depending on country For 1x SMS and 1 Email	
***Minimum 3 months package See next slide for country rates		

Opportunity to Mark-Up 40% - 50% on Preferential Pricing

Annual Value 20k – 100K Per Client

Get in touch with us!

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Marketing Partner

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