COMMERCE

Government Supply Partner Program

Partnering with Small and Medium-sized Enterprises (SMEs) to showcase and sell their products to governments, without bids.

Overview

About the Program

Glass Commerce's **Government Supply Partner Program** is designed to support and partner with Small and Medium-sized Enterprises (SMEs) interested in selling to authorized government buyers in the U.S.

As a Government Supply Partner you could:

1. Launch your first government-exclusive online store
Glass Commerce facilitates the visibility of SMEs' products and services to local governments by powering them with online stores and bringing their digital catalogs to a single search bar.

2. Showcase your products to individual government buyers
We make it easy for individual government buyers to discover your business and buy from you with a couple of clicks. No bids or contracts required.

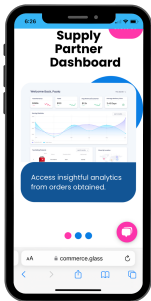**3. Obtain orders from authorized government credit card holders**
Glass Commerce enables a complementary sales channel for SMEs to be able to generate revenue from government small purchases.

4. Increase your online outreach and improve your positioning
Get exposed to government buyers via our email marketing campaigns, social media and online communication channels.

5. With one single registration, get showcased to multiple government agencies
Showcase your products and services to multiple local government agencies in your area, in neighboring areas, and across the U.S.

How to get started
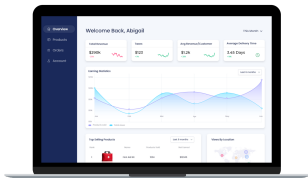
1. Sign up as a Government Supply Partner
Register with your name and company email, get verified, and get direct access to a Supply Partner Dashboard.

2. Add or connect your products
Add your products or seamlessly connect your inventory system or website to Glass Commerce via API integration.

3. Start selling to government
Your products and services will be showcased to authorized government credit card holders eager to shop from businesses like yours!

Head over to **www.commerce.glass/sell** to get stated today.

Product onboarding methods

Bulk Import
Import multiple products and make changes to your inventory fast with a CSV file upload.

API Integration
We offer APIs that interoperate with other systems and platforms to upload inventory.

One By One
Add your products one at a time by using our easy tool found on your vendor dashboard

Program benefits

Key incentives

Our Government Supply Partner Program is designed to accelerate SMEs' abilities to showcase their products and services to an overlooked group of customers: government buyers. Our Program incentives include:

✔ **Submitting quotes on your behalf** to government agencies with requests that match what you offer.

✔ **Providing personalized support** and advice on go-to-market for selling to government agencies.

✔ **Helping your business get the registrations** and certifications it needs.

✔ **Notifying you about grants** and opportunities your business could benefit from.

Other benefits

- Track and manage orders, deliveries and analytics
- Generate automated quotes of your offerings
- Issue digital receipts and invoices
- Access online resources and webinars
- Get your products featured in government-specific marketing campaigns
- Get support to obtain government-issued certifications

Fees

Transaction fee

To help Glass Commerce run smoothly and to cover essential costs such as software maintenance, cloud hosting and 24/7 customer support, we deduct an **8% transaction fee** at the time of checkout. This transaction fee is automatically deducted from supply partners' listed price.

Creating your government online store, getting verified, onboarding products or services, managing your inventory, updating prices, accessing your dashboard, tracking your deliveries, and accessing our technical support is completely free of charge. Our ultimate goal is to create value for your business by unlocking a new revenue stream: To obtain orders from authorized government credit card holders across the U.S.

Fees description, breakdown and comparison are detailed below.

Fees	Other platforms	Glass Commerce
Transaction Fee	15% - 25%	8%
Credit Card Processing	2.99%	2.99%
Product Listing	$0 - $39.99	$0
Service Listing	$0 - $39.99	$0
Fulfillment Support	$2 - $118	$0
Referral	2% - 45%	$0
Others	$0 - $5	$0

Please contact us to provide additional information, online pricing strategies and business support so you can take full advantage of our Government Supply Partner Program.

- **Email:** vendors@commerce.glass
- **Phone:** 341-333-6532 Ext. 2

Terms & conditions

Supply Partners commitment

Once verified and approved, Supply Partners agree to:
- Setting and maintaining a lower price point on products listed exclusively for government buyers, compared to your prices on other websites.
- Keeping prices and product availability information up to date.
- Being responsive via your preferred communication channel (email, phone or text) when you obtain a new order. This will help ensure that government buyers receive their items on time and encourages them to come back again.

Dropshipping & order fulfillment guidelines

As a Supply Partner, you must follow Glass Commerce's packaging, shipping, handling, invoicing, and dispatching guidelines to ensure a seamless experience for government buyers.

Packaging
- All items should be packaged securely to prevent damage during shipment.
- Use appropriate packaging materials such as bubble wrap, packing peanuts, and cardboard boxes.
- Each package should include a packing slip, containing the buyer's order information and your name as Supply Partner.
- The packing slip must not contain any pricing or payment information.

Shipping
- Ship orders within the specified time agreed upon order capturing, usually 24-48 hours.
- Orders should be shipped using a reliable carrier, such as USPS, UPS or FedEx.
- Provide a tracking number for each shipment and update it in your Glass Commerce dashboard
- Ensure that the shipping address is accurate and complete.

Handling
- Handle orders with care to avoid any product damages.
- Inspect all products before shipping them to ensure that they are in good condition.

Invoicing
- Invoices should be sent to Glass Commerce electronically and include the customer's order information and your Supply Partner information.

Dispatching
- Dispatch the package as soon as possible after receiving an order.
- Before dispatching a package, take a clear photo of the packaged item(s) as proof and send it to orders@commerce.glass with the order number.
- Provide the tracking number for each shipment as soon as it is available.
- If there are any delays or issues with the shipment, please inform us immediately.
- Once you're verified as a Government Supply Partner, you will be provided a Glass Commerce tape roll to be used for your orders packaging.

GCommerce Plus+

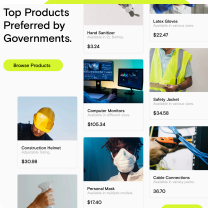## Want to revamp your website? Try GCommerce Plus+

Glass Commerce powers businesses to seamlessly start selling to government agencies without contracts, while providing e-commerce capabilities, shipping support, payment processing tools, and purchasing data analytics. With **GCommerce Plus+** you can get even more!

GCommerce Plus+ is an all-in-one e-commerce solution for your business. Through a GCommerce Plus+ plan, you can get your website revamped into a fully-digital and modern online store customers can access and check out from.

Benefits

✔ **Get your website revamped** into an online store with customized templates and integrations support.

✔ **Access personalized online marketing support** to grow your online presence.

✔ **Obtain inventory cleaning and organization support** to keep things tidy.

✔ **Get supported with business registrations or certifications** your business might need.

✔ **More** — SEO optimization, professional photoshoot for products, and logo design assistance.

What our Supply Partners are saying

"Working with Glass gave my small, woman-owned business a well-needed boost. I never expected to do business with a government entity like the City of Miami, because of all the red tape involved, but Glass acted as the liaison and made it super easy. I can highly recommend doing business with this company and am looking forward to working with them in the future. Five stars!"

Erica Des Roaches
CEO
Veranda Plants and Gifts

GCommerce Plus+

Pricing

Benefit	Details
Website revamping	Revamping a non-transactional website into one with full e-commerce and Point Of Sale (POS) capabilities, allowing you to manage products, payments and customers across all the places you sell. Includes migration, web hosting, and SEO optimization.
Inventory cleaning & organization	In-depth data cleaning, organization and preparation for a standardized digital inventory that can be easily synced with other platforms. Includes 1,000 products. Additional support is available at $60 per 1,000 products.
Business registrations & certifications	Personalized assistance to get your business registered in SAM.gov or in State-specific systems, and for obtaining government-issued certifications or registration renewals. Limited to 2 registrations or certifications per month. Does not include potential third-party fees.
Marketing campaigns	Design, drafting and preparation of 3 email marketing campaigns per month. Additional campaigns are available at $60 each.
Professional photoshoot	Includes a 1 hour product photoshoot for San Francisco Bay Area businesses. Does not include transport to and from the business location. Additional sessions can be scheduled by emailing vendors@commerce.glass, and price varies based on the season.
Logo design	Obtain 1 personalized logo based on your business requirements and brand's personality. Additional support and iterations are available at $160-$230 based on the level of complexity.
Reduced transaction fee	4% flat fee + $0.30 per transaction.
Total	**$1,258.00 for 6 months**

Get started with GCommerce Plus+

Contact us at vendors@commerce.glass to request **GCommerce Plus+** and we'll help you get started, or **book a time with us** to discuss your specific needs.