Credivera

Battlecard

Credivera

Digital identity platform that provides proof of workplace certifications.

The Elevator Pitch

We are in the business of verified career credentials.

With a cloud-based platform, we provide the most secure and convenient solution to validate skills in the market.

Unlike other badges that show only a point-in-time achievement, we provide continuous verification of a certification directly from the source because - your company can't afford to not know.

Competitors

Although no direct competitors that integrate to the issuers of credentials *and* offer workforce compliance and planning, these two companies are comparable**:**

- [Accredible](#)
- [MyComply](#)

Credivera Battlecard

Key Use Cases

VP Operations in SME & Enterprise – regulated industries with skilled trades

Leaders responsible for Health & Safety need faster, more confident solutions to manage their workforce certifications, reduce liability, and risk.

- They have workers showing paper certificates to gain access to sites
- They manage third-party contractors and are responsible for their safety & compliance
- Regular safety apps are only as good as they can update them, but there is never enough time
- Multiple people in our company manage databases of certifications & credentials
- Workers come to site only to find out their certifications are expired = lost productivity, or additional risk if OHS / OSHA audited us onsite

What to Sell - Subscription-based Seats With Added Features

Credential Wallet: Always True. Always On.
The digital wallet holds worker's certifications so as they add new achievements they can be included to the employer's projects. These certifications and credentials are always updating directly from the training source, accessible anytime with the cloud, and secured with the highest level of technology- private blockchain.

The Credential Wallet gives senior safety and operation managers confidence and enables them to add on additional productivity modules such as:

- **Requirement**s: Set mandatory certifications for projects - excellent for recruiting and workforce planning as you match internal and external talent skills to the job required
- **Documents**: compliance tracking for policy and procedures

Target Audience:	
Primary	**Personas**
Construction, Energy, Manufacturing, Industrial	
	VP Operations
Secondary	Senior HSE Manger
Recruitment & Placement Industry	Senior HR Manager
Tertiary	
Paramedicine, ambulatory	Learn More

Key Customer Benefits

1. Improved Site Efficiency

Credivera reduces the time spent verifying the certifications of skilled trades and third-party contractors on a site.

- <u>Pre-arrival Compliance:</u> Eliminate paper tickets or email files of certifications. Workers arrive at site and the mobile dashboard displays verification status to the site manager**. Immediate check-in**!
- <u>Third-party Vendor Solution</u>: Add a third-party contractor to the project and have centralized and verified records of their workforce's qualifications and certifications
- <u>Regulatory Proof</u> : Share proof of qualifications for any job onsite to OHS/OSHA in an instant with 100% confidence
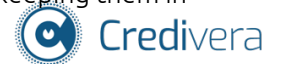
2. Organization & Accuracy

Credivera offers one platform for all company locations and projects. Eliminate various spreadsheets and stale data being managed by numerous systems or managers

- Credivera is directly integrated with leading training & credential issuers so everyone always knows how current a certification is

3. Eliminate Liability & Risk

Credivera offers peace of mind.

- Our secure technology uses private blockchain to prevent misrepresentation of a qualification, and reduces the chance of fraud or potential errors and accidents
- Management of personal privacy is critical. We enable you to remove employee data after their employment contract, abiding by all privacy regulations. The worker retains their personal information in their wallet, keeping them in control of their identity.

Credivera

Credivera

Customer Decision Makers and Influencers

Role	High-level needs	Benefits to mention
VP Operations	Needs reliable and easy solution to ensure company is meeting all regulatory requirements	• Significantly reduces workload of preparing/consolidating certifications for a project • Reduces chances of site accidents and legal consequences • Always-on secure technology means proving compliance for any date or location is easy
Sr. HSE Manager	Strong but simple process for managing qualifications of workers onsite	• Reduce administration time managing certifications day-of • Increases confidence of workforce's skills
Sr. HR Manager	Struggle to have access to timely and accurate internal talent qualifications	• Ability to easily see talent within organization for skills required before hiring externally
IT Manager	Managing databases of employee personal information is imperfect	• Information held in blockchain technology removes organization of liability of storing personal privacy • Easily uncouple date from your organization

Qualifying Questions

- Do you regularly verify employee or third-party certifications?
- How important is compliance and safety to your organization?
- Who is in charge of managing the list of credentials for employees? Sub-contractors or third-party vendors?
- What software do you use to manage certifications?
- How much time or money is wasted by resources doing submitting or managing certifications for a job?

Objection Handling

Objection: We already have a Safety Solution that does this.

Response: Credivera integrates directly with training and skill providers giving an instant view of course validation. If someone is still managing the expiries or manually adding these certifications, you could be saving thousands each year on efficiency. Credivera also offers an API integration to safety software so you can have less change management and more certainty.

Objection: We don't have budget or capacity to manage this now.

Response: We are a scalable SaaS business with discount benefits from training providers so your savings there can help offset any expenditure. Our onboarding team makes training a snap – we've seen admin training in less than an hour and employees are up and running in 15 minutes. Imagine how it would feel to streamline your next COR audit or decrease the cost of labour wasted tracking and verifying skills on the job site. You can stop holding your breath hoping you're in compliance and not at fault for an accident.

Customer Stories

CANA is committed to maintaining a first-class safety program while executing with operational effectiveness. Credivera enables us to scale our workforce fast and securely."

– Luke Simpson, President, CANA Group of Companies

[Watch the Project Launch](#)

The way Credivera is designed makes it super easy. It's a lot easier to see it and share it. On a spreadsheet, you can see the name and expiry date, but with Credivera you can actually open up the ticket, and there's the verified course as of today."

-Davide Careddu, National Safety Manager - CEL Electric

[Read how CEL used Credivera for their COR Audit](#)

How Do I Get Paid?

Microsoft Azure Consumption + % of TCV

Key Contacts

David Austin: Head of Microsoft Co-Sell Partners
Dan Giurescu: CEO
Jim Faulkner: Program Director

Credivera Battlecard