

Sage Security Shield – Sage 50cloud



What is it: Sage Security Shield is a comprehensive business monitoring product providing customers business ID theft and cyber protection. This new feature, included with Sage 50cloud (for new customer and renewals on 10/1) supports SMBs by providing protection to secure their business identity, monitor their credit and restore services should there be any incidences detected.

What does Sage Security Shield do?

Dark web monitoring (10 elements monitored)

Business Credit

- Report – understand business credit report & establish credit
- Score – provides business credit score
- Monitoring - 6+ items monitored

Restoration

- White-glove fully managed restoration services*

See sales portal for detailed product information – coming soon!

Visit www.Ezshield.com for additional information

How does a customer register?

- Customers will receive a registration email from Sage (48-72 hours after renewal or purchase)
- Customers will follow link in email and enter in product code (found in same email) to complete registration
- For customer registration escalations, please contact SageSecurityShieldRegistrationInquiries@sage.com

Overcoming Objections

- Similar products outside of Sage **\$39/month** (\$468+ a year)
- Recent surveys have shown that small business owners are targets for cyber crimes and looking for a **simple solution**
- **I already have LifeLock or another service:** That's great that you have services in place to protect yourself. The difference here is that this is the **first and only product that designed specifically for small businesses owners**. Other service providers offer monitoring of personal information whereas this product is monitoring business information
- **44%** of businesses plan to increase their budget for anti-fraud technology over the next 12 months in response to COVID

Who is eligible?

- Any **Sage 50cloud** customer who renews on or after 10/1/2020 is eligible for Sage Security Shield
- Any new/winback **Sage 50cloud** customers who purchase on or after 10/1/2020 are eligible for Sage Security Shield



Sage Security Shield for Sage 50cloud – Launching October 1, 2020

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Who is Sage Security Shield targeted to?

SMBs

What customer needs are being met?

Sage 50cloud customers will have peace of mind with:

- Continuous business credit and dark web monitoring for external fraud
- Active measures to prevent and detect internal fraud
- Secure storage vault for the business information
- Dedicated team of specialists to handle any issues fully through to resolution

Product features

- Dark web monitoring of the following:
 - Business Name
 - Phone numbers
 - Business Credit/Debit cards
 - Bank accounts
 - Passports
 - Business Domain
 - Business EIN
 - State Registration Number
 - D-U-N-S Number
 - Credit Safe Number
- Business credit report:
 - Understand business credit report & improve credit
 - Helps small businesses without business credit establish business credit
- Business credit score:
 - Provides the business's credit score (not the owner)
- Business credit monitoring:
 - Company filing and name changes
 - Credit Inquiry trending
 - Address change (including telephone number)
 - Credit limit changes
 - Any public legal or negative data
 - DBT updates and changes
- Internal fraud hotline to report suspicious activity
- Online business vault to securely store business information
- One-on-one help with incidences with a Certified Resolution Specialist
- One hour of legal support

Pricing

The Sage Security Shield feature is included with all Sage 50cloud renewals beginning October 1, 2020 and with all new purchases of Sage 50cloud beginning October 1, 2020.

Launch

Sage Security Shield will be launching on October 1, 2020.

How does a customer sign up?

The Sage Security Shield feature is available to all new and renewing Sage 50cloud customers. To begin using this feature, customers must register and create their online account. Customers will receive an email with a registration link within 48-72 hours of renewing or purchasing their Sage 50cloud subscription beginning October 1, 2020. For customer registration escalations, please contact SageSecurityShieldRegistrationInquiries@sage.com.