

Rivo360 Sales Playbook

3PL Logistics & Warehousing | Tier 2 Target Vertical | \$14K–\$25K/yr (Growth Tier)

POSITIONING STATEMENT

"Rivo360 gives 3PL operators a single AI-powered platform to manage warehouse incidents, coordinate multi-site responses, and automate OSHA/DOT/EPA compliance reporting—all without the complexity or cost of enterprise solutions built for Fortune 500 companies."

KEY TALKING POINTS

- **Multi-Site Visibility:** Real-time incident tracking across all warehouse locations from a single dashboard. No more phone trees or email chains during critical events.
- **AI Incident Classification:** Automatically categorizes incidents (chemical spill, forklift accident, security breach) from brief field reports—reducing manual triage time by 70%.
- **OSHA/DOT/EPA Compliance:** Pre-built templates for OSHA 300 logs, DOT hazmat reporting, and EPA spill notifications. Rich PDF SitRep & ICS-209 reports generated in seconds.
- **48-Hour Onboarding:** Pre-configured EOC templates for logistics operations. No dedicated IT team required—your safety manager can be running within two days.
- **Mobile-First Field Teams:** AI-native mobile app with voice ingest and multimodal capture. Forklift operators and dock workers can report incidents hands-free.
- **Cold Chain & Hazmat Ready:** Specialized workflows for temperature excursion events, hazardous material incidents, and environmental containment protocols.

DISCOVERY QUESTIONS

1. How many warehouse locations do you currently manage, and how do you coordinate incident response across sites?
2. What does your current OSHA reporting workflow look like? How many hours per month does your team spend on compliance documentation?
3. Have you experienced a warehouse incident in the past 12 months where communication delays impacted the response?
4. How do your field workers currently report safety incidents—paper forms, email, phone calls?
5. What's your current annual spend on safety/compliance software and manual processes?

ROI JUSTIFICATION

Metric	Before Rivo360	After Rivo360	Impact
Incident Response Time	2–6 hours	15–30 minutes	85% faster
OSHA Reporting Time	40–60 hrs/year	8–12 hrs/year	80% reduction
Incident Documentation	Manual / paper	AI-automated	70% less effort
Multi-Site Coordination	Phone trees / email	Real-time dashboard	Instant visibility

Annual Compliance Cost	\$15K–\$30K (manual)	\$0 (included)	Fully automated
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OBJECTION HANDLING

"We already use a WMS for safety tracking."

→ WMS systems track inventory, not incidents. Rivo360 integrates with your WMS (SAP, Oracle, Manhattan) to pull context, but provides purpose-built incident command, compliance automation, and AI-powered response coordination that no WMS offers.

"We're too small to need emergency management software."

→ A single OSHA fine averages \$15,625 per violation. One prevented incident pays for 1–2 years of Rivo360. Our Base Tier starts at \$6K/yr for organizations that want to start smaller.

"Our team won't adopt another tool."

→ Rivo360 is designed for non-technical users. Voice-based incident reporting, AI that auto-fills forms, and mobile-first UX mean your dock workers can report incidents without typing a single word.

"How is this different from WebEOC or Everbridge?"

→ WebEOC costs >\$25K/yr and requires months of IT setup. Everbridge is a notification tool, not an EOC platform. Rivo360 is purpose-built for mid-market logistics at 75–90% lower cost with 48-hour onboarding.