



**BUZAAO<sup>®</sup>**  
BECAUSE WE CAN

# CRITICAL ASPECTS YOU SHOULD BE THINKING ABOUT

[LEARN MORE](#)

Every 5th **Fire Death** in World is in India which is 2.45 times higher to China.

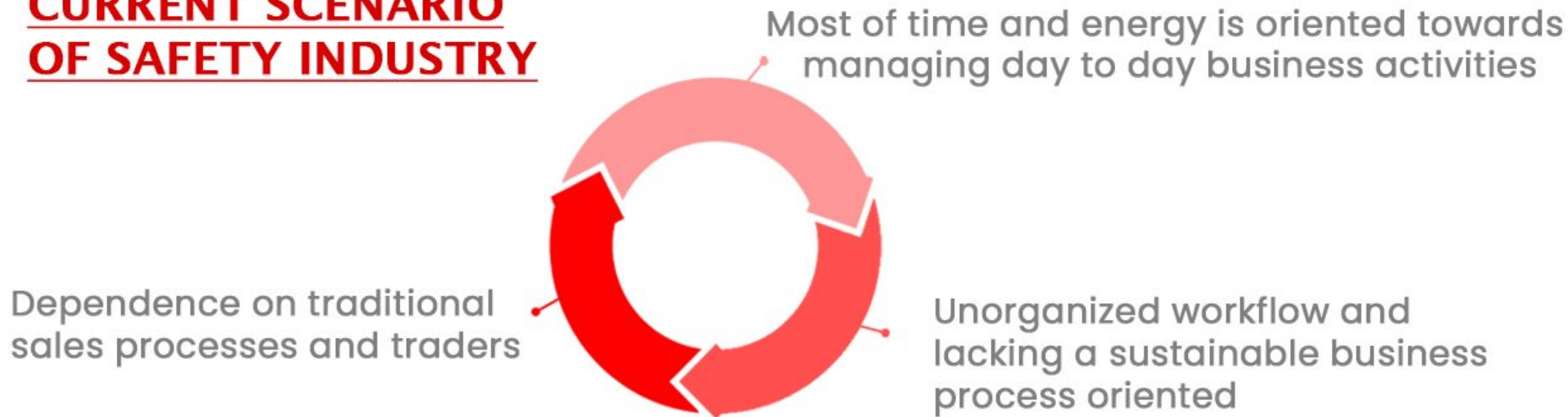
India ranked as there **2<sup>nd</sup>** Largest online market Worldwide.

More than **80%** of Supply chains are offline and unorganized

In 2022, the India Fire Protection Systems market reached a value of USD 1,457.35 million, which then increased to USD 1,585.16 million in 2023. The market is projected to exhibit a Compound Annual Growth Rate (CAGR) of 10.91% by 2031, starting from the base year of 2022.

# FIRE INDUSTRY MARKET SIZE

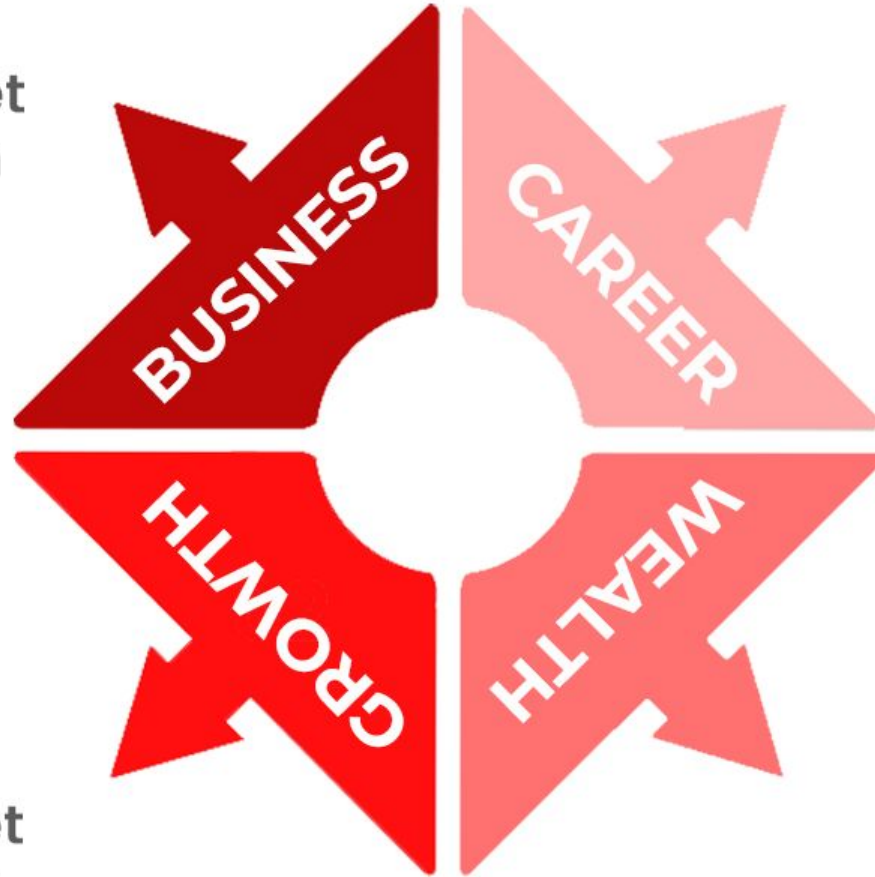
## CURRENT SCENARIO OF SAFETY INDUSTRY



**It is not that the manufactures lacks the willingness or funds to establish such workflows but, because most of their time is oriented towards the day to day business activities they simply lack focus, encouragement and guidance to implement something quickly.**

**This way they are mostly stuck in a vicious circle and they are not being able to perform at their full potential**

Now  
Target  
When  
How



Now  
Target  
When  
How

Now  
Target  
When  
How

Now  
Target  
When  
How

# OUR NATIONAL GOALS



**20K+**  
Businesses



**50K+**  
Proactive  
Consultant



**15K+**  
Executive  
Partner

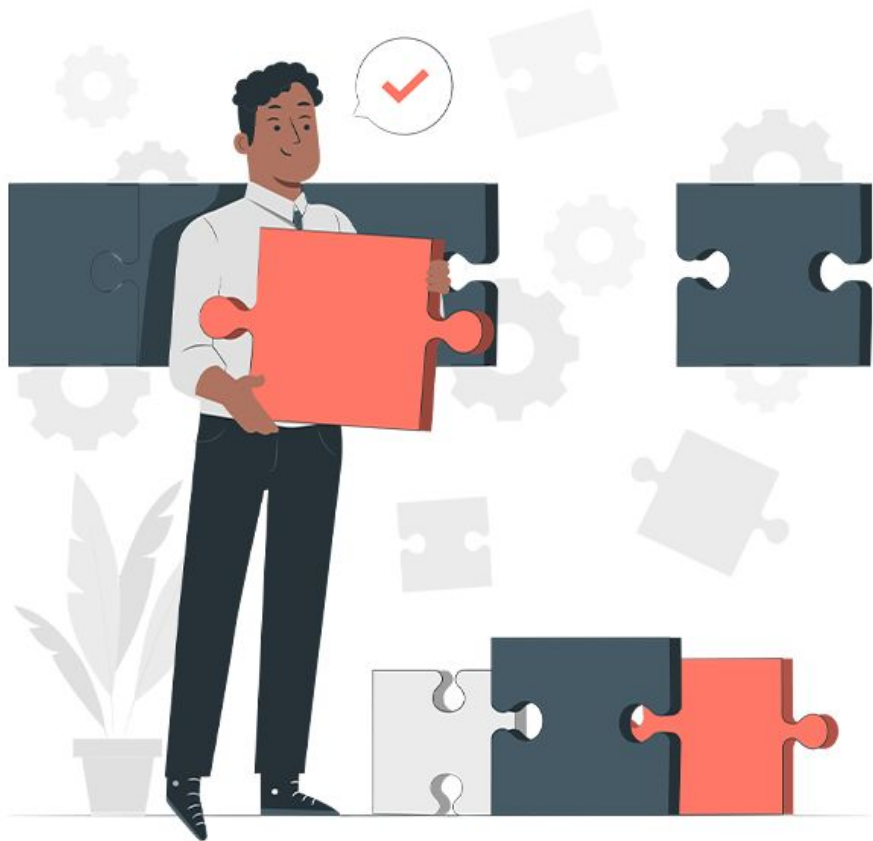


**75L+**  
Premise  
Digitization



**Infinite**  
Safety  
Education

It's high time  
come out  
from unstructured  
business routine



**Let's  
Re-imagine  
your Brand with  
most innovative  
smart e-commerce**





**FIRE SAFETY  
DIGITAL  
E-COMMERCE**



**Now  
Target  
When  
How**



**Now  
Target  
When  
How**

**Now  
Target  
When  
How**

**Now  
Target  
When  
How**

## **BUZAAO ECOMMERCE**

### **Multi price management**

- One product can be displayed with multiple prices.

### **Custom Price management**

- Individual buyer will have internal price to trade.

### **Custom Payment management**

- Buyer will be offered mutual payment term .

### **Custom Credit line management**

- Manage credit payment reminders - data driven decisions.

### **Custom cashback management**

- Define customer cash back to ensure loyalty of buyers/resellers.



## **BUZAAO SMART ECOMMERCE BENEFITS**

Give single direction to your entire business by organising all required data on cloud base solution & unlock data driven decision ability

Assign smart allocation to team for their work with single desk click and float system driven activities

Keep your team up to date by providing them data driven set of instruction on auto mode to avoid a non productivity on critical routine

## **BUZAAO SERVICE**

### **Online Fire Survey**

- Performing thorough fire safety assessments using intuitive online tools

### **Seamless Contract Generation**

- Simplifying contract drafting with hassle-free digital solutions

### **Efficient Staff and Task Coordination**

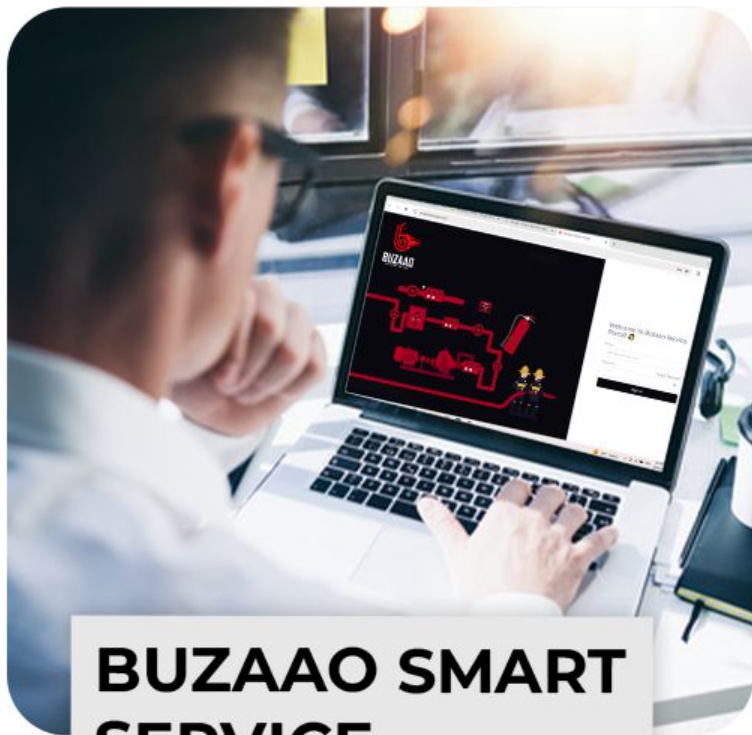
- Enhancing productivity through seamless staff and task coordination.

### **Lead Tracking**

- Lead tracking and conversion processes for business success.

### **Online QR Mock Drills**

- Interactive and realistic online emergency drills ensure preparedness.



## **BUZAAO SMART SERVICE BENEFITS**

Set an auto engagement for required negotiation to give seamless order process while journey of online visitor

Give dedicative price point to associated resellers with credit limit to accept instant order and set auto reminders for payment collection

Set an advance cashback system which works as an order management and improve loyalty for both-first time customers and existing ones



## FACTORS THAT WILL DIFFERENTIATE B2B AND B2C SCENARIO

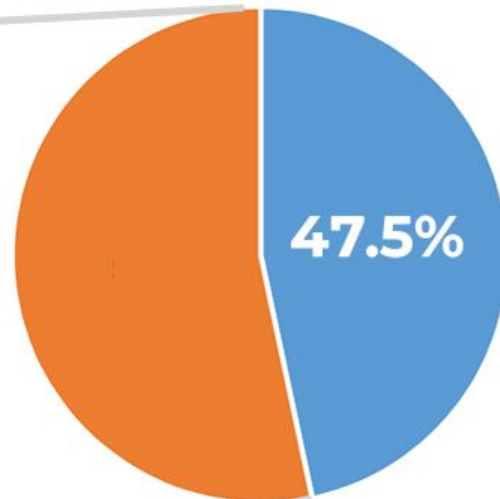
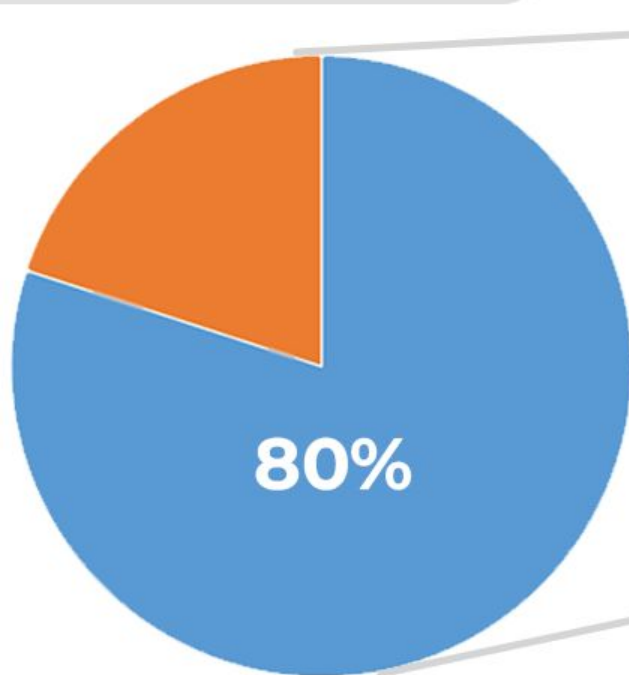
<b>B2C</b>	<b>B2B</b>
Impulsive Purchase	Rational Buying
Pre Paid/Advance Payment	Credit Payments
Lower Transaction Values	Higher Transaction Values
Single decision maker	Multiple Decision Maker
Single delivery Once	Multiple Deliveries(Over a Period)
Single Price	Quoted/Bargained Price





The Global **B2B**  
E-Commerce  
Market Value is  
**US \$13 Trillion**  
in 2020 is Over  
**6 Times That**  
of **B2C** Market

**80% Manufactures wil  
increase spending on their  
B2B e-commerce operations**

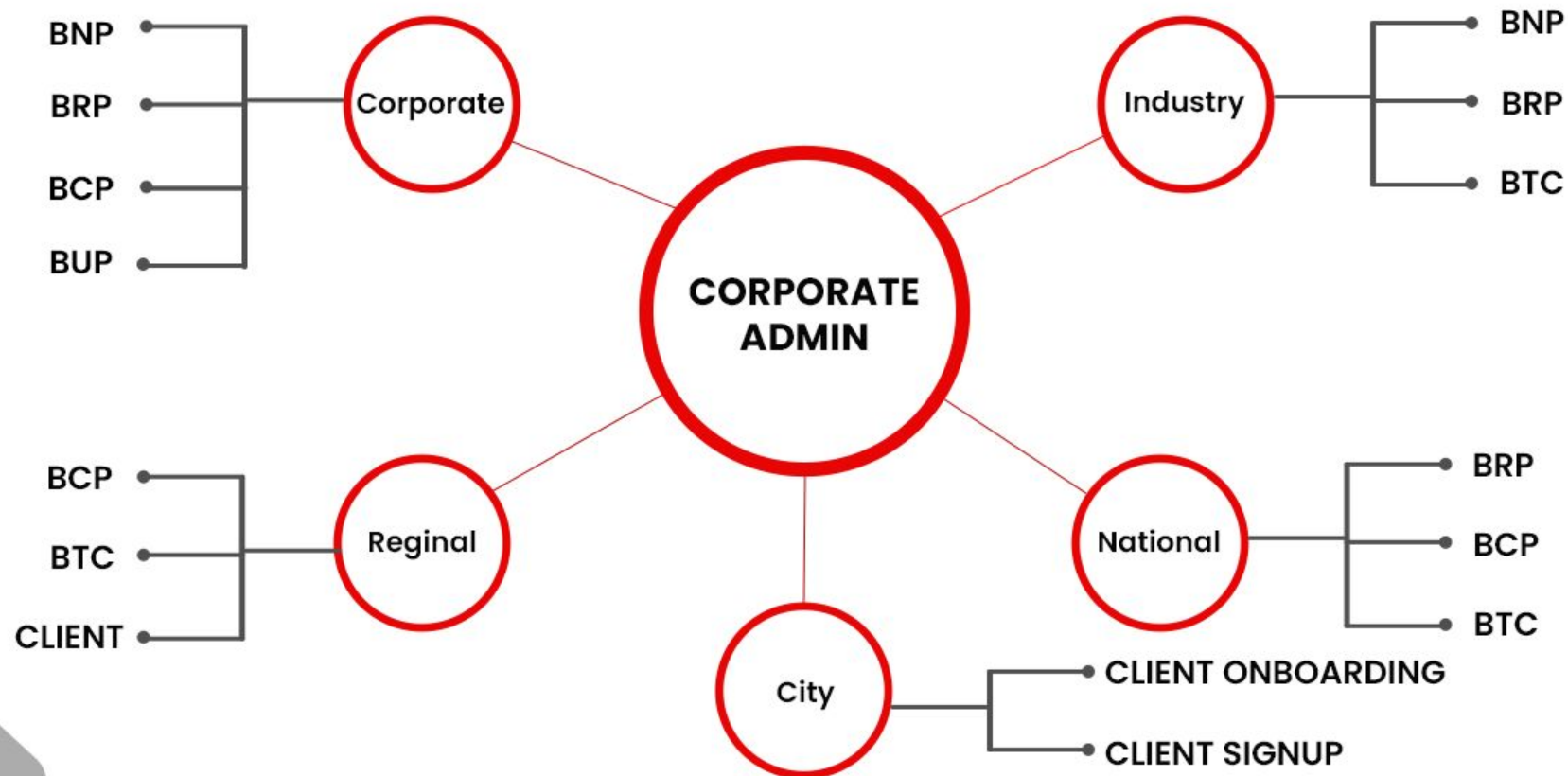


**38% Manufactures wil  
increase spending by 25%  
or more**

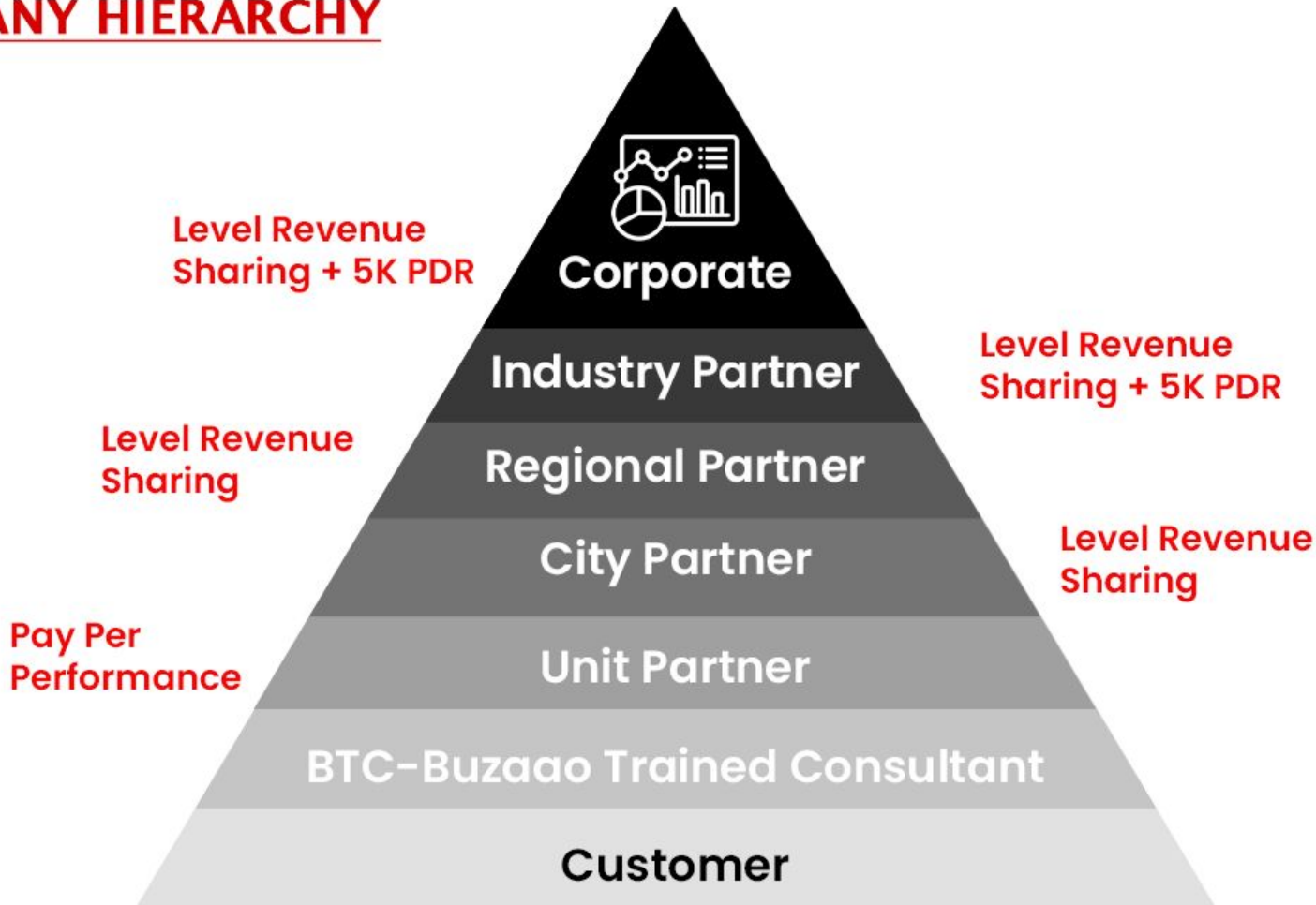
**“Referred-in  
Customers have a  
37% higher  
retention rate  
than other  
customers.”**

**SOURCE:DELOITTE**

# COMPANY MECHANISM



# COMPANY HIERARCHY



## BUZAAO NATIONWIDE ALLOTMENT

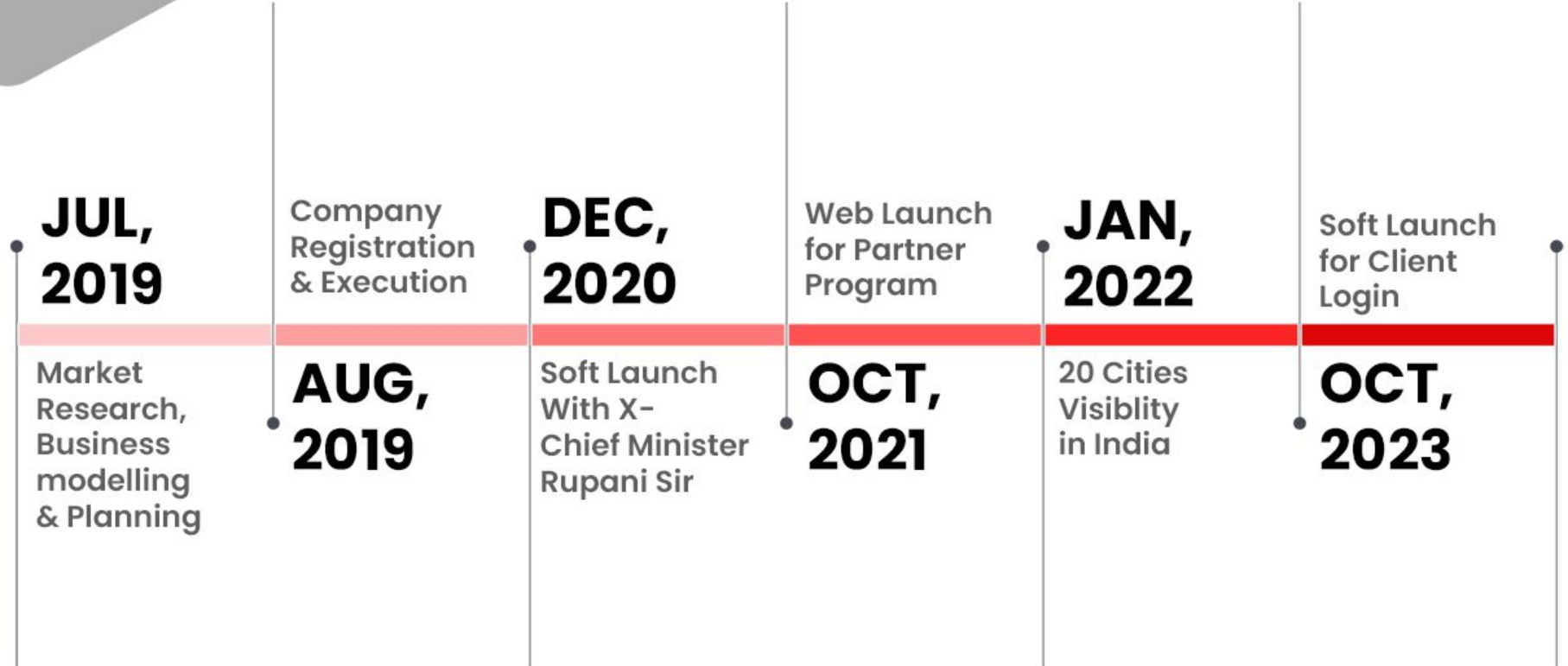
STATE	CORPORATE	NATIONAL	REGIONAL	CITY	STATE	CORPORATE	NATIONAL	REGIONAL	CITY
Andaman & Nicobar	0	0	0	0	Kerala	3	0	0	5
Andhra Pradesh	5	1	10	30	Madhya Pradesh	5	5	20	50
Arunachal Pradesh	1	0	0	0	Maharastra	25	50	150	300
Assam	1	0	5	10	Manipur	0	0	0	0
Bihar	2	1	3	10	Meghalaya	0	0	0	0
Chandigarh	1	1	10	10	Mizoram	0	0	0	0
Chattisgarh	1	0	5	10	Nagaland	0	0	0	0
Dadra & Nagar Haveli	0	0	0	0	Orissa	2	1	5	10
Daman & Diu	0	0	0	2	Pondichery	0	0	0	0
Delhi	5	20	50	200	Punjab	5	5	30	40
Goa	1	1	2	11	Rajasthan	5	5	40	80
Gujarat	25	30	100	250	Sikkim	0	0	0	0
Harayana	2	5	10	30	Tamilnadu	2	5	10	50
Himachal Pradesh	2	0	20	40	Tripura	0	0	0	0
Jammu & kashmir		0	0	0	Uttar Pradesh		10	50	100



## INDIAN B2C STARTUP GLIMPSE

COMPANY	SECTOR	ESTABLISHED YEAR	Valuation (B)USD	Approx. Valuation INR
Flipkart	eCommerce Marketplace	2007	38	2,83,235 Cr
Paytm	Paytm eCommerce marketplace	2010	25	1,86,339 Cr
Byju's	Online Tutorial	2011	16.5	1,22,983 Cr
Oyo	Hotels	2013	9	59,628 Cr
Zomato	Food Delivery	2008	8	59,481 Cr
Snap deal	eCommerce Marketplace	2010	6.5	48,448 Cr
Swiggy	Food Delivery	2014	5.5	40,955 Cr
Dream 11	Fantasy Gaming	2008	5	37,267 Cr
Ola Cabs	Transportation	2010	3.3	24,597 Cr
Big Basket	Grocery , Hyperlocal	2011	2	14,677 Cr

# COMPANY TIMELINE



# THANKYOU



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