L.OS – Logistics Operating System

Listing Guideline

Version 2

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The Listing Guideline will give Solution Providers ("you", "your" or "Partner") useful information and guidelines on how to create, upload and manage solutions on the L.OS Marketplace ("L.OS, "us" or "we").

These guidelines are in addition to the Terms of Use of the L.OS Marketplace and we may change these policies at any time, and partners are responsible for checking these policies periodically. Your continued participation on the L.OS Marketplace constitutes your acceptance of and agreement to the changes.

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1   Partner requirements

Partner requirements for publishing free software products

Regardless of whether you charge for your product when you offer it in L.OS Marketplace, you're selling that product. The cost to the customer is INR0.00, but you and the customer agree to a mutual contract for use of the product. If you offer only free products, you don't have to provide banking information to the PSP which are used at L.OS. To create and offer free products in AWS Marketplace, you must:

- Sell publicly available, full-feature production-ready software.

- Have a defined customer support process and support organization.

- Provide a means to keep software regularly updated and free of vulnerabilities.

- Follow best practices and guidelines when marketing your product in L.OS Marketplace. Means as well you are providing all information that are requested in the L.OS Service Listing Template.

- You accept/agree to applicable L.OS Platform Terms of Use, L.OS Listing Terms for Solution Providers, and L.OS Integration Service Terms.

- Integrating each of your point solution in all steps which are listed in the upcoming sections

Additional seller requirements for paid products

If you charge for your products, you must also meet the following requirements and provide this additional information:

- You must be a permanent resident or citizen in an eligible jurisdiction, or a business entity organized or incorporated in one of those areas.

Eligible jurisdictions for paid products

To sell paid software in L.OS Marketplace, you must be a permanent resident or citizen in one of the following countries or a business entity organized or incorporated therein:

- Germany (DE)

- United States (US)

- India (IN)

For more information about GST, invoicing, and your tax obligations as a partner, please contact the L.OS partner team.

Bosch L.OS Partner Portal

The Bosch L.OS Partner Portal is the tool that you use to register as an L.OS partner. Then, you can use the portal to manage the products that you sell in L.OS Marketplace. You can complete the following tasks on the portal:

- Register as an L.OS Marketplace seller.

- Monitor the status of your requests.

2   Introduction

The image below shows the typical onboarding journey in which you will have various options.
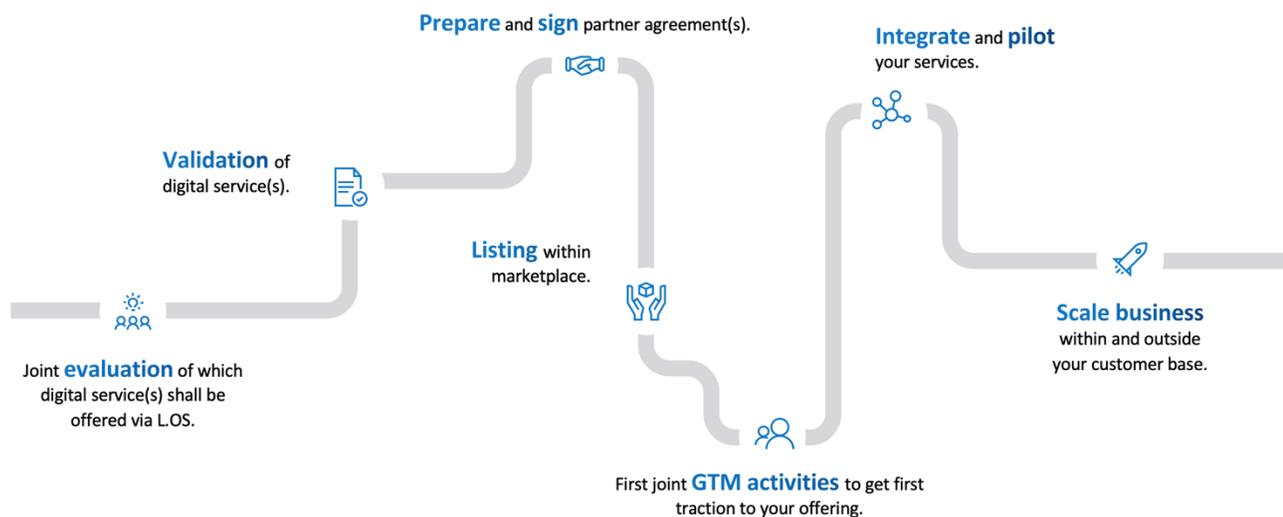

Figure 1 – Bosch L.OS onboarding journey for service providers

To offer a service via Bosch L.OS the following options are available:

- **Layer 1 – Service Listing:** To use Bosch L.OS as a new sales channel you can get your service listed as a solution without any commercial or technical integration into the solution overview on the Bosch L.OS website and the Bosch L.OS Marketplace.

- **Layer 2 – Single Point Solution (Marketplace Readiness):** Your service will be made available on the Bosch L.OS marketplace and there is an option to exchange data with the platform. In the following sections you can find which integration steps are mandatory and which are optional.

- **Layer 3 – Service Orchestration:** In addition to your integrated single point solution, partners have the possibility to make their services ready for different service orchestrations on the Bosch L.OS Platform. Service orchestrations generate a higher value to the customers and open up new

possibilities to generate revenue. This stage is optional for all partners, but highly recommended due to the increased value for customers.

The following picture gives you an overview about all integration steps needed for a single point solution and a service orchestration integration.
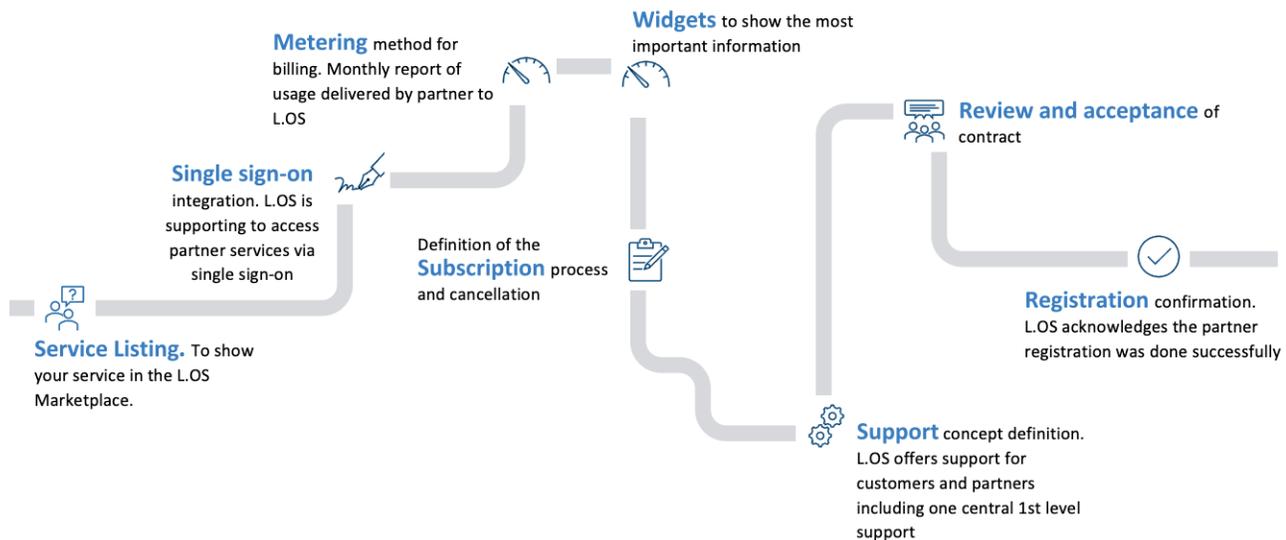

Figure 2 – Steps for single point solution and service orchestration integration

2.1   Register as a partner

By registering as a seller for L.OS Marketplace, you can sell your products and services to other L.OS customers.

Registering as a seller requires the following steps:

1. **Create a user account** – You have to create an account or re-use your existing Bosch SingleKeyId account.

2. **Register your company** – You provide the information that is displayed in L.OS Marketplace to buyers that tells them about your company, such as your company name, company address and logo. Additionally, you must complete the next steps

    1. **Provide your tax information** – To appropriately assess, report, and (where applicable) withhold taxes on your paid sales, you must provide your GST information.

    2. **Provide your banking information** – In order to be able to handle the payment process, our PSP needs to collect the banking information. More details could be at: Payment model

After you have completed registering your account as a seller, you can create products to sell to buyers through L.OS Marketplace. For more information, see upcoming sections.

2.2   Solution listing

To successfully list your solution on the L.OS Marketplace partners need to provide certain information and media files which help customers to get a first impression of the respective service. Once partners have submitted all service details, the approval process gets started.

The L.OS Solution Listing Template gives a guidance about what is required to get a service listed in the L.OS Marketplace and which are optional.

In case partners want to make their solution available for solution integration (stage 3), the relevant solutions need to be indicated within the L.OS Service Listing Template in addition to the information requested for stage 2.

2.3   L.OS Marketplace integration

2.3.1   Subscription process

For stage 2 and 3 an integration into the L.OS Marketplace subscription process is required in order to get information about a new, updated, or canceled subscription related to the partner solution. Generally, L.OS supports two ways to get notified: E-Mail and HTTP(s). The detailed documentation of the different steps and the API definition can be found in the L.OS developer documentation.

2.3.2   Consumption-based reporting of meter information

In case your solution includes a price plan which is based on pay as you go, you need to provide the meter information to L.OS. To support this, L.OS offers an API where you have to publish on a daily basis the meter information. The detailed documentation and API definition can be found in the L.OS developer documentation. This step is required for stage 2 and 3. For stage 1 this step is not needed.

2.4   Commission fee

L.OS has a commission-based business model and charges a commission fee for promoting, providing, maintaining, and updating the L.OS Marketplace and L.OS Platform. The commission fee is set to a percentage of the sales price per purchased solution via the L.OS Marketplace.

2.5 Approval process

We want to operate a transparent and safe L.OS Marketplace in which partners can present their offering best and customers can find relevant and validated information in a trusted environment. Before a solution becomes visible in the L.OS Marketplace, L.OS will review your application and documentation for security-related concerns and for completeness reason. To support this, a standardized approval process is in place for all partners ensuring that provided data, information, and services are correct, compliant to terms & conditions as well as to applicable regulations and free of malware before a service gets published in the L.OS Marketplace. However, we do not perform a quality check or benchmark your service.

In order to start the approval process, partners are required to send all information requested within the L.OS Service Listing Template to their L.OS Partner Manager or to partner.l-os@bosch.com. The L.OS Partner Manager will initiate the review of the content provided. If during the review we discover that something needs to be fixed or updated by the partner we might reject the application. In this case, L.OS will provide the partner with further reasons for the rejection. After resolving the stated issues partners can submit the application again. The same procedure happens when the partner releases a new version of an existing solution.

After approval by L.OS, a preview of the solution listing will get created and shared with the partner for final review. Afterwards the partner is requested to provide the L.OS Service Listing Template in additional languages in order to make the offering available in all localized digital assets. As soon as the service details are submitted to L.OS by the partner in all languages, the solution gets published within 5 working days.

3 Payment model

L.OS cooperates with third party payment service providers ("Payment Service Provider") to handle payment processing services in connection with the L.OS Marketplace.

For a subscription-based payment model with recurring payments, you can set the pricing and country scope. The duration of a subscription cycle is defined by the partner. Invoices are raised at the end of the month and the Payments are settled as per terms of the Payment Service Provider. Based on the date of subscription and the price plan, the prorata fees is calculated. Payments are collected on a monthly basis. The start and end date of the subscription is calculated based on the date of purchase. Contracts will be automatically extended if not actively cancelled within the time period agreed between customer and partner.

3.1 Payment Service Agreement with PSP

We will share your information collected during the onboarding process with the PSP in order to enable them to carry out KYC process and establish a Payment Service Agreement if applicable.

These information will be used to perform KYC process and PSP might obtain further information from public sources. There will be checks performed towards Anti Money Laundering and Counter Terrorism Financing verifications in accordance with applicable laws and Scheme Rules.

Subsequent to a successful KYC Process, PSP will contact you to obtain a signed Payment Services Agreement and request the Bank Account Information from you to execute payouts.

3.2   Payout

The Payment Service Provider shall transfer the earnings of sold solutions to your account ("payout"). We are using the Payment Service Provider Razorpay to manage our payment services. In order to receive payouts, you need to provide your company details and relevant information within the L.OS Service Listing Template to prove your identity.

3.3   Monthly payout cycle

You will receive payouts to your specified account. Payouts will be initiated based on the pricing and credit period agreed for all completed transactions as set out in the terms of the Payment Service Provider available at [ ].

4   Providing support

We provide a first and second level support for the L.OS Marketplace and the L.OS Platform incl. all onboarded services. In order to fulfill our obligations, partners are requested to provide necessary support services for the partner services offered to customers via L.OS . As part of the L.OS Service Listing Template the information how the L.OS support team can reach the partner support services is required.

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