



VENDOR ONBOARDING PACK

LAUNCH EDITION V1.0

WHERE CONTROL MEETS COMMERCE

**VENDOR
VERIFICATION**

**COMPLIANCE
GATE**

**TRANSACTION
PASSPORT**

www.armoredmart.com
For Manufacturers • Authorized Suppliers • Integrators

Disclaimer:

ArmoredMart operates as a screened marketplace facilitator for tactical mobility systems and automotive-grade components, enabling verified listings, buyer screening, and documentation-first workflows for controlled categories, supported by Transaction Passports and audit-logged communication.

ArmoredMart provides paid advertising placements (including, but not limited to, homepage and category placements) as a medium for vendors to showcase products and services. All product information, images, specifications, trademarks, and marketing content published by vendors or advertisers remain the sole responsibility of the submitting party.

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ArmoredMart does not issue government approvals or licenses. Where applicable, **buyers and sellers remain responsible for compliance with import/export controls, end-use/end-user obligations, and all applicable laws** and regulations.

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Quick Start

To go live, visit
www.armoredmart.com:

1. Create a Vendor Account → complete profile
2. Upload KYB documents (Know Your Business)
3. Declare categories + shipping origins
4. Submit first listings (or bulk import)
5. Pass Compliance Gate review (Low / Medium / High posture tagging)
6. Set returns policy + payout details
7. Go live → receive RFQs/orders

Typical timeline: 24/48 business hours once documents are complete.

1. Welcome & Scope

ArmoredMart is a screened marketplace built for the vehicle components ecosystem. We connect verified sellers with screened buyers and we require documentation where products or end use triggers controlled category risk.

What ArmoredMart is

- A vetted vendor network with visible trust signals (verification status, document readiness).
- A structured RFQ → Offer → Order workflow designed for traceability.
- A document vault + Transaction Passport record for each RFQ/order.

What ArmoredMart is not

- A government authority, licensing body, or issuer of approvals.
- The exporter/importer of record by default.
- A platform for weapons, ammunition, explosives, or prohibited items.

Important notice

Export/import and end-use obligations remain the responsibility of the parties to the transaction. Where applicable, sellers and buyers must obtain required licenses/permits from competent authorities and comply with sanctions and trade-control rules in their jurisdictions.

2. Marketplace Roles & Legal Boundary

ArmoredMart is designed to enable compliant trade without becoming the seller/exporter of record by default.

2.1 Roles

- **Vendor (Seller of Record):** lists products, issues quotations/invoices as applicable, fulfills orders, complies with export rules.
- **Buyer (Purchaser / Importer / End-User):** submits purchase intent, provides end-use/end-user documentation where required, handles import obligations.
- ArmoredMart (Marketplace Facilitator): provides verification workflows, documentation capture, audit trails, and (optionally) escrow.

2.2 What ArmoredMart provides

- Identity checks and vendor/buyer screening.
- Controlled-category workflows (Compliance Gate).
- Transaction Passport record (documents + milestones + audit log).
- Dispute workflow support and evidence trails.

2.3 What ArmoredMart does not provide

- Government licenses, permits, approvals, or authority endorsements.
- Legal advice (we provide workflow and templates; parties remain responsible for compliance).
- Any guarantee that a transaction will be approved by regulators.

3. Vendor Eligibility, Tiers & Badges

3.1 Who can sell on ArmoredMart

ArmoredMart is built for:

- Manufacturers and OEMs
- Authorized distributors / dealers
- Integrators and system builders
- Specialist component suppliers (armoring, mobility, comms, surveillance, vehicle electrical, etc.)

Minimum requirements

- Registered legal entity with valid trade license/registration.
- Verifiable operating address and authorized signatory.
- Ability to supply traceable parts with supporting technical documentation.
- Agreement to ArmoredMart marketplace rules, compliance requirements, and service levels.

3.2 Vendor tiers (platform badges)

Badges are evidence-based platform signals. They may be updated, suspended, or revoked if evidence changes.

TIER / BADGE	WHAT IT MEANS	TYPICAL REQUIREMENTS	WHAT YOU CAN DO
REGISTERED	Account created; basic identity captured	Email/phone verified; basic company details	View dashboard; begin KYB; cannot list controlled categories
VERIFIED	KYB verified; listings allowed	Trade license + corporate profile + ownership/contact verification	List Low/Medium posture items (subject to review)
CONTROLLED READY	Documentation readiness for controlled workflows	Technical dossiers + declarations + authorization evidence where applicable	List controlled categories behind Compliance Gate
FOUNDING PARTNER (LIMITED SLOTS)	Early launch partner	Verified + listing readiness + responsiveness	Featured placement + launch campaign (time-limited)

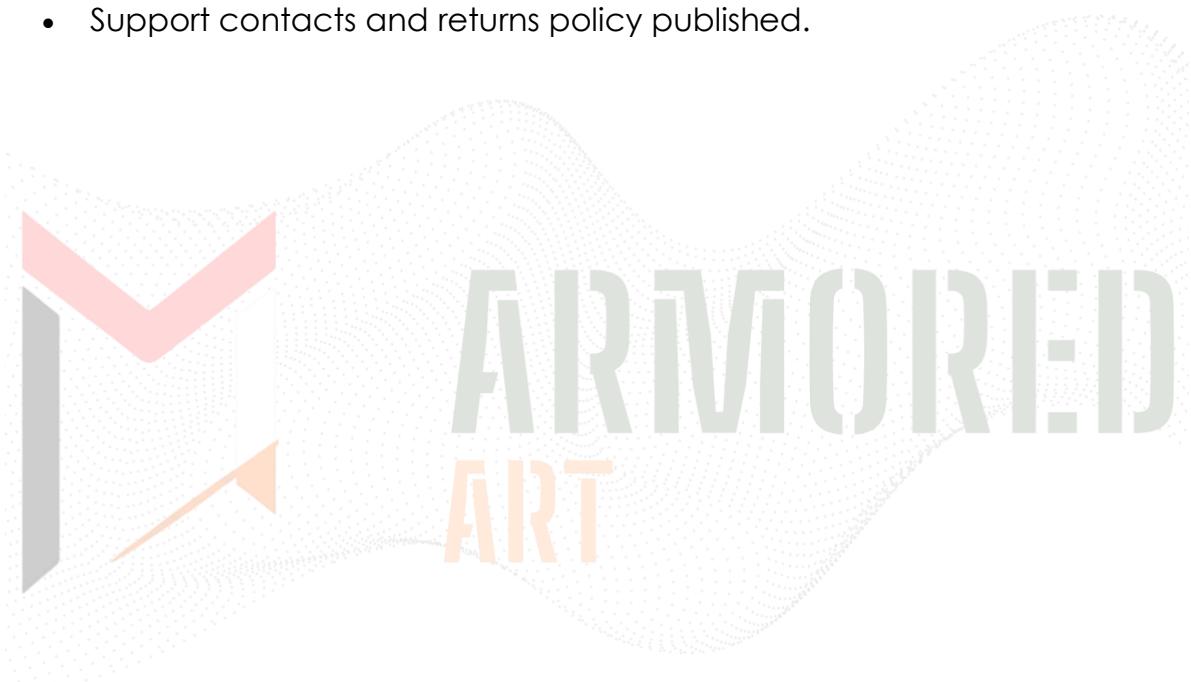
Badge display rules

- Badges reflect evidence reviewed by ArmoredMart; they are not government endorsements.
- Badges can be suspended for policy breaches, repeated disputes, or non-responsiveness.

3.3 Listing readiness (required to be featured)

To qualify for featured placement, vendors must show listing readiness:

- Minimum number of listings uploaded (or one complete system bundle + dossier).
- Clear pricing or RFQ-ready quotation structure.
- Lead times and shipping origins filled.
- Support contacts and returns policy published.



4. Onboarding Steps (Go Live Workflow)

4.1 Step-by-step process

1. Create vendor account and complete company profile.
2. Upload KYB documents (Section 6.1).
3. Declare categories & capabilities (what you sell, where you ship, support lead times).
4. Compliance screening (identity checks, sanctions/denied-party checks, product posture tagging).
5. Store setup: branding, payout details, shipping origins, returns policy.
6. Listing submission: upload products or import template; first batch reviewed before go-live.
7. Go-live: vendor is published and can receive RFQs/orders based on product posture.

4.2 Approval timeline

- Standard: 2–5 business days (documents complete)
- Controlled categories: may take longer depending on dossier depth and risk posture

4.3 Quick onboarding checklist

- Company profile: legal name, registration number, address, VAT (if applicable).
- Contacts: commercial + compliance contact person.
- Documents: trade license, corporate profile, authorized signatory ID.
- Product readiness: datasheets, part numbers, photos, origin statements, certificates (if any).
- Commercial terms: lead time, MOQ, warranty, Incoterms supported, shipping origins.

5. Compliance Gate (Controlled Categories)

ArmoredMart uses a structured Compliance Gate to reduce risk for controlled or sensitive items.

5.1 Control posture tags (Low / Medium / High)

Every SKU is tagged as Low / Medium / High control posture based on screening indicators such as design intent, performance thresholds, end-use risk, and destination sensitivity.

- Low: standard automotive / non-sensitive items.
- Medium: dual-use potential; additional declarations may be required.
- High: likely controlled (ballistic, sensitive comms, surveillance systems, weapon-interface, etc.) and requires stricter gating.

Posture tags are screening indicators, not legal determinations. Final export-control status depends on technical thresholds and end-use/end-user details.

5.2 How Compliance Gate works

For Medium/High posture categories, ArmoredMart may require:

- Vendor evidence (dossiers, certifications, origin statements, prior authorization references where applicable).
- Buyer evidence (end-use/end-user declarations, purchase authorization, destination screening where applicable).
- No dispatch rule: vendors must confirm shipment will not proceed until required permits/licenses are in place.

5.3 MOD / EOCN / other authority pathways (how we phrase it)

ArmoredMart may reference common UAE control pathways (e.g., MOD or EOCN) as workflow guidance.

- ArmoredMart does not issue approvals.
- ArmoredMart may pause/deny transactions where documentation is **incomplete or risk posture is elevated**.

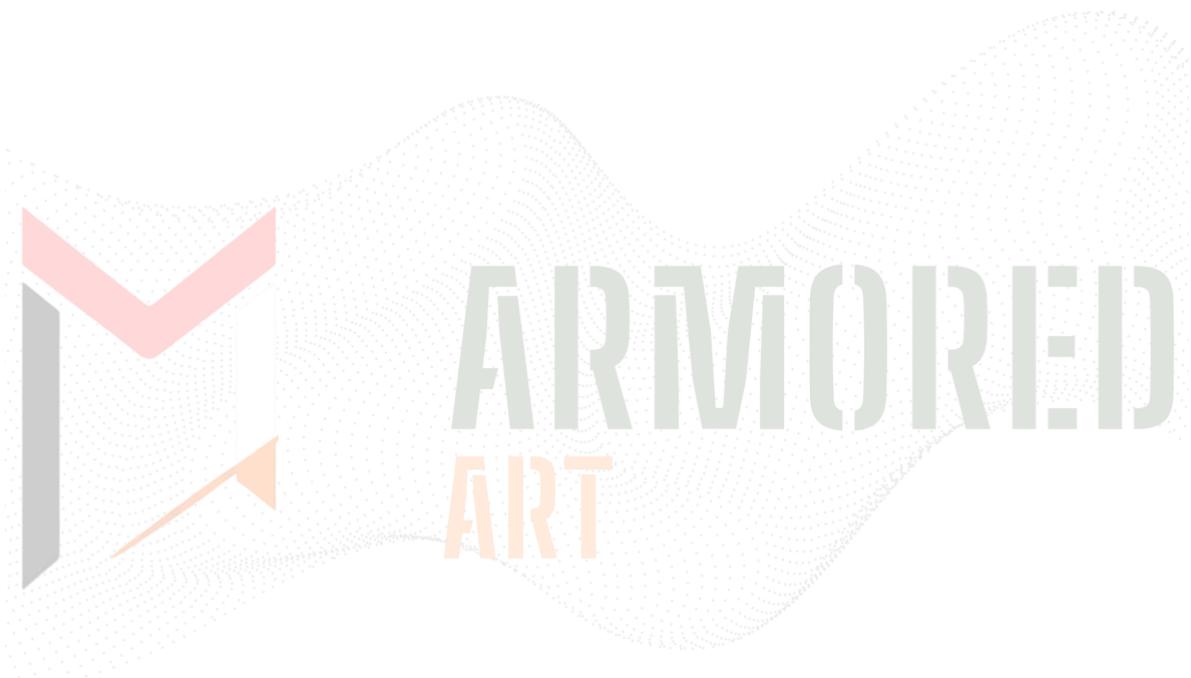
5.4 US regulated items (ITAR wording)

ArmoredMart may restrict or decline certain US regulated items unless the vendor can demonstrate appropriate authorization and the transaction is structured compliantly.

5.5 Vendor responsibilities (non negotiable)

By listing controlled categories, vendors agree to:

- Provide truthful, complete documentation.
- Comply with export controls, sanctions, and end-use restrictions.
- Maintain and provide records required for the Transaction Passport.
- Do not ship until required documentation requirements are satisfied.



6. Product Listing Standards

High-quality listings reduce disputes and increase conversion. ArmoredMart may reject or request edits for incomplete listings.

6.1 Required documents (KYB mandatory)

- Valid trade license / certificate of incorporation.
- Corporate profile (or company brochure) and website (if available).
- Proof of address (as applicable).
- Authorized signatory ID (and authorization letter if signatory is not a director).
- Bank account details for payouts (IBAN/SWIFT) and beneficiary confirmation.

6.2 Technical & quality documents (strongly recommended)

- Product datasheets and technical specifications.
- Certificates/standards evidence where relevant (e.g., test reports).
- Origin statement (country of origin) and indicative HS code suggestion (screening use).
- Warranty terms and installation/maintenance notes.

6.3 Required listing fields

- Product title (clear + specific)
- Brand/OEM + part number/model
- Technical specifications (dimensions, ratings, compatibility)
- Country of origin and lead time
- Pricing model (unit price, MOQ, tiered pricing if available)
- Warranty (if offered)
- Images (clear, recent, non-misleading)

6.4 What you must not do

- Claim certifications or performance you cannot evidence.
- Use prohibited keywords/images implying weapons sales.
- List counterfeit, stolen, or trademark-infringing products.

7. Orders, RFQs, Escrow & Payouts

7.1 How buyers engage

- Buy Now (Low posture items where enabled)
- RFQ for configurable systems, bulk orders, or controlled items
- Direct negotiation inside platform messaging (audit logged)

7.2 Quoting rules

Quotes should include:

- Price, currency, MOQ, lead time
- Validity period
- Incoterms
- Warranty
- Any required documentation / permit conditions

For Medium/High posture items, clearly state:

- Required documents and who must provide them
- That shipment will not proceed until approvals/licenses are in place

7.3 Escrow (optional feature)

Where escrow is enabled, buyer funds are held until agreed milestones are completed. Typical milestones:

- Documents complete (EUC/permits where required)
- Inspection complete (if applicable)
- Shipment dispatched with tracking
- Delivery confirmed / acceptance

7.4 Payouts

Payout timing depends on payment method and transaction type. Payout schedules and payout requirements are provided in the Vendor Portal.

8. Shipping, Returns & Disputes

8.1 Shipping & packaging

- Provide realistic lead times and shipping origins for every listing.
- Package to protect the product and preserve serial numbers/labels.
- For controlled items: do not dispatch until documentation requirements are satisfied.

8.2 Returns policy (baseline)

Vendors must publish a return policy. At minimum, include:

- Return conditions and time window
- Exceptions (custom-made items)
- RMA process and restocking rules (if any)

8.3 Dispute handling

1. Buyer raises dispute within the allowed window with evidence (photos, test results, packing list).
2. Vendor responds within 48 hours with resolution options.
3. ArmoredMart may request additional information and may mediate based on Transaction Passport records.
4. If escrow is used, funds remain held until resolution per escrow rules.

9. Commercials

This section explains how the platform charges and the launch incentives designed to help early partners win fast.

9.1 Standard commercials (summary)

ArmoredMart may charge:

- Marketplace commission (category-based)
- Optional service fees (escrow, inspection, featured placement, promotions)

9.2 How ArmoredMart Works (End-to-End)

Order flow

1. Vendor is verified → listings go live (approved vendors only)
2. Buyer shops listings → adds items to cart → checkout
3. Payment method selected: credit/debit card or bank transfer
4. Compliance Gate (if triggered): controlled items may require documentation and review before dispatch
5. Fulfillment: vendor packs and prepares goods to the agreed spec
6. Shipping: shipments are managed via ArmoredMart freight forwarders (tracking shared)
7. Delivery & closure: milestones recorded; Transaction Passport is closed with audit logs and documents

9.3 Commercials & Fees

ArmoredMart applies a transaction fee based on **buyer category, product category** (controlled/uncontrolled), and **order value threshold**.

BUYER CATEGORY	PRODUCT CATEGORY	FEE BELOW USD 10,000	FEE USD 10,000+	ADDITIONAL CONTROLLED-DOCUMENT FEE
STANDARD CUSTOMERS	Uncontrolled Items	9%	6%	N/A
PREMIUM CUSTOMERS	Uncontrolled Items	8%	5%	N/A
STANDARD CUSTOMERS	Controlled Items	10%	7%	USD 250
PREMIUM CUSTOMERS	Controlled Items	9%	6%	USD 250

Premium Customers definition: customers who purchased products worth **USD 15,000+ in the last 6 months**.

Controlled-document fee (USD 250): applied only when a controlled category order requires documentation processing and scrutiny prior to dispatch.

Note: payment processing/banking charges (if any) are separate from ArmoredMart platform fees and may vary by payment method and banking network.



10. Data Security & Transaction Passport

10.1 Transaction Passport

A Transaction Passport is a controlled-access record created for each RFQ/order. It stores documents and milestones that prove what was agreed and what occurred.

10.2 What the Passport can include

- Parties: verification status, authorized contacts
- Product: SKU/part number, technical dossier references, control posture tag
- Documents: EUC/LOI, permits/licenses where applicable, inspection evidence, packing list, invoice references
- Milestones: quote issued, order confirmed, dispatch, delivery, acceptance
- Audit trail: time-stamped log of key actions and changes

10.3 Who can see what (least-privilege access)

ROLE	ACCESS SCOPE
VENDOR	Their own listings, RFQs, orders, and passport records for their transactions
BUYER	Their RFQs/orders and passport records for their transactions
ARMORED MART	Access only as needed for verification, dispute handling, and risk management
COMPLIANCE/ADMIN	Disclosed only when legally required or to respond to lawful requests
AUTHORITIES (WHERE REQUIRED)	Disclosed only when legally required or to respond to lawful requests

10.4 Security principles

- Least-privilege access (role-based permissions)
- Document vault storage with access logging
- Encryption at rest and in transit (where implemented)
- Retention aligned to compliance needs and contractual terms
- ArmoredMart does not sell vendor data to third parties

11. Prohibited Items & Enforcement

11.1 Prohibited items (not allowed)

- Firearms, ammunition, explosives, and their components
- Any item clearly intended to cause harm outside lawful and regulated contexts
- Counterfeit, stolen, or trademark-infringing products

- Products that violate sanctions or denied-party restrictions

11.2 Restricted items (Compliance Gate only)

Certain items may be restricted and only permitted via Compliance Gate workflows, subject to verification and documentation.

11.3 Enforcement actions

- Listing edits requested / temporary suspension
- Delisting and account restriction
- Transaction pause/cancellation
- Reporting to competent authorities where required or appropriate

12. Support & Escalation

12.1 Support channels

- Email support: support@armoredmart.com
- Compliance escalation: compliance@armoredmart.com

12.2 Response targets

REQUEST TYPE	TARGET RESPONSE	NOTES
ONBOARDING VERIFICATION QUESTIONS	1 business day	Assumes docs are complete
LISTING REVIEW (FIRST BATCH)	2–3 business days	Complex controlled items may take longer
DISPUTES	1 business day	Evidence may be requested

13. Appendices

Appendix A: Vendor onboarding checklist

- Create account + verify email/phone
- Complete company profile
- Upload KYB documents
- Declare categories and shipping origins
- Complete payout details
- Upload first product listings (or import template)
- Compliance review + go-live confirmation

Appendix B: Document checklist (KYB)

- Trade license / registration certificate
- Corporate profile / brochure
- Authorized signatory ID + authorization letter (if needed)
- Bank details for payouts
- VAT certificate (if applicable)

Appendix C: Listing template fields

- Product title
- Brand / OEM
- Part number / model
- Compatibility list
- Technical specs
- Certifications (if any)
- Country of origin
- Lead time
- MOQ
- Price
- Warranty
- Images

Appendix D: Control posture indicators

Low / Medium / High tags are screening indicators. Final export-control status depends on technical thresholds and end-use/end-user details. When in doubt, flag the item and ask ArmoredMart for guidance.

Appendix E: Transaction Passport data fields

- Passport ID (unique)
- Vendor + buyer IDs + verification status
- SKU references + control posture tags
- Document list + timestamps
- Shipment log and milestone log
- Dispute log (if any)

Appendix F: Founding offer terms (summary)

- Offer duration: 30 days from vendor go-live date
- 0% commission applies during offer period to eligible vendors
- Founding Partners: first 10 eligible vendors by completion and readiness; featured placement and media promotion are time-limited
- ArmoredMart may suspend benefits for non-compliance, poor responsiveness, or policy violations

