
TAILORS.LK

PARTNER KIT

Grow Your Fashion Business with
Sri Lanka's #1 Digital Marketplace

For Tailors | Shops | Fabric Stores | Wholesalers | Instructors

300+ Verified Partners | 9 Cities | Rs. 45M+ Revenue Potential

tailors.lk/for-business

Craftsmanship meets technology

A Message from the Founder

Dear Future Partner,

Welcome to Tailors.lk — Sri Lanka's first digital marketplace built specifically for the fashion and tailoring industry.

We understand the challenges you face: inconsistent orders, limited online visibility, difficulty scaling, and the need for trusted business relationships.

That's why we built Tailors.lk.

Our Mission is Simple:

- > Infrastructure for tailors
- > Confidence for customers
- > Growth for partners

Today, we work with **300+ verified professionals** across **9 cities**, facilitating thousands of orders and generating over **Rs. 45M in partner revenue**.

This Partner Kit outlines everything you need to know about joining our ecosystem — from basic profiles to exclusive tenders, from digital marketing to teaching opportunities.

Whether you stitch one suit or supply 10,000 meters of fabric, we have a growth path for you.

Let's build the future of Sri Lankan fashion together.

Warm regards,

Founder & CEO, Tailors.lk

"Craftsmanship meets technology."

What is Tailors.lk?

Tailors.lk is Sri Lanka's premier B2B2C marketplace connecting customers with verified professional tailors, shops, fabric stores, and wholesalers.

Think of us as "Infrastructure for the Fashion Industry" — we provide the digital tools, visibility, and order flow that helps your business grow.

By the Numbers

300+

Verified Partner Businesses

9

Cities Covered (Colombo to Jaffna)

12,000+

Orders Facilitated

Rs. 45M

Partner Revenue Potential

4.8/5

Average Customer Rating

Who We Serve

Partner Type	Description
Tailors	Home-based & shop-based professionals
Shops	Multi-tailor operations
Fabric Stores	Retail & wholesale suppliers
Wholesalers	B2B bulk suppliers
Instructors	Teaching & training programs

Our Ecosystem

- > [tailors.lk](#) — Main Marketplace
- > [tailors.lk/for-business](#) — Partner Portal
- > [tailors.lk/learn](#) — Education Platform
- > [tailors.lk/tenders](#) — B2B Order Marketplace

Tiered Order Access Packages

Choose your growth tier. Get direct access to **VERIFIED ORDER SALES** (not just leads).

Note: All prices are starting rates. Final pricing may vary based on location, capacity, and customization.

Feature	STARTER	GROWTH POPULAR	PROFESSIONAL	ENTERPRISE
Annual Fee	Rs. 5,000/yr +	Rs. 15,000/yr +	Rs. 35,000/yr +	Custom +
Monthly Orders	5-10 Orders	20-40 Orders	60-100 Orders	Unlimited
Support	Email Support	WhatsApp Support	Priority Support	Dedicated Manager
Profile	Standard Profile	Premium Profile	Subdomain (Website)	Custom Domain
Commission	10%	7%	5%	0% on Tenders*
Order Access	General Orders	Regional Special	Tender Priority	Exclusive Tenders

*Enterprise partners pay annual tender license fee instead of per-order commission.

All Packages Include:

- > Dashboard Access
- > WhatsApp Integration
- > Basic Analytics
- > Customer Review System

Ready to choose? Contact: +94 75 824 4216

Profile Products & Visibility

Establish your digital presence with Tailors.lk

1. CUSTOM PROFILE URL

Rs. 1,500/year +

tailors.lk/t/yourname

- Profile OR Microsite view (your choice)
- WhatsApp contact button
- Portfolio gallery
- Location mapping

2. PREMIUM PROFILE URL (T1)

Rs. 2,500/year +

tailors.lk/yourname

- All Standard features
- +25% search visibility boost
- Custom meta tags for SEO
- No platform branding

3. BRANDED SUBDOMAIN

Rs. 3,500/year +

yourname.tailors.lk

- FULL WEBSITE mode (multi-page)
- OR Microsite mode (single-page)
- Advanced analytics
- Custom domain mapping support
- Priority technical support

Trust Badges

VERIFIED BADGE

Rs. 1,200/month or Rs. 10,000/year +

- Unannounced quality audit
- +40% search visibility
- Golden Badge nomination eligibility
- Only 10-15 slots/month available

FEATURED BADGE

Rs. 500/month or Rs. 5,000/year +

- Priority search placement
- "Featured" label on profile

TAILOR BLACK STATUS

By Invitation Only

- Cannot be bought — must be earned
- Highest search ranking
- Exclusive brand campaigns
- Dedicated account manager

Tender Marketplace (B2B)

Access bulk orders **WITHOUT commission**. Exclusive rights to high-volume contracts.

How It Works

- 1 **APPLY** — Submit capacity & specialization
- 2 **QUALIFY** — Pass capability review
- 3 **BID** — Submit private proposal
- 4 **WIN** — Highest bidder secures rights
- 5 **EXECUTE** — Fulfill order & report revenue
- 6 **RENEW** — Annual license + performance review

Tender Rules & Fees

Rule	Details
Annual Cycle	Major tenders open ~May 20th
Entry Fee	Rs. 5,000 (non-refundable) per bid
Bidding	Private (competitors never see your price)
Winner	Highest bidder takes all
Premium Zones	Minimum bid price applies (e.g., Colombo Suits)
Commission	0% on tender orders
Revenue Reporting	Required for insights & renewal

Private Requested Tenders

Low-margin or niche sectors not tenderized by default. Request a private tender — Listed for 7 days — If no external bids, offered directly to you.

Example Tender Categories

- > Corporate Uniforms (Banks, Hotels, Schools)
- > Event & Bridal Bulk Orders
- > Government/Institutional Contracts
- > Export-Ready Production Runs

- > Regional Exclusive Rights (e.g., "Colombo Suits")

Tender Inquiries: tenders@tailors.lk

Growth Services & Management

More than just a listing. We help you manage, market, and sell.

ONLINE PROFILE MANAGEMENT

We manage your GMB, WhatsApp, Instagram, TikTok, Facebook — replies, posting, analytics

Pricing: Monthly Retainer (tiered) +

CONTENT CREATION STUDIO

Product photography, reels, copywriting, campaign strategy

Pricing: Per-project or Monthly +

E-COMMERCE ENABLEMENT (3 MODELS)

Option A: Fixed Retainer

- Monthly fee, you keep 100% revenue
- Best for established brands

Option B: Hybrid (Setup + Retainer + Share)

- Setup fee + min retainer + 15-20% share
- Best for growing businesses

Option C: Pure Revenue Share

- No upfront fees, 25-30% of sales
- Best for testing the market

LAUNCH HELP & NEW SETUP SUPPORT

New Shop Launch Package:

- GMB setup & optimization
- Social media creation & branding
- Launch ad campaigns
- Initial content creation
- Local SEO setup

New Collection/Product Launch:

- Teaser campaign strategy
- Influencer collaboration
- Paid ad management
- Email/SMS campaigns

Pricing: Package Deal (Pre-launch) +

Services Inquiry: services@tailors.lk

Tailors.lk Learn — Teach & Earn

Are you a tailoring instructor or expert? Share your craft, earn income, shape the next generation of Sri Lankan tailors.

Teaching Opportunities

Teach Online	Teach Offline
Video courses	In-person workshops
Live workshops	Partner with schools
1-on-1 mentoring	Community programs
Revenue share	Workshop fees + stipend

Become a Certified Instructor

Not teaching yet but want to? We help you build:

- > Curriculum development
- > Teaching methodology training
- > Marketing assistance

Pathway: Assistant — Certified — Independent

Who Can Apply

- > Master tailors with 5+ years experience
- > Specialized experts (embroidery, pattern-making)
- > Fashion design graduates with teaching interest
- > Retired professionals wanting to share knowledge

Earnings

Most instructors earn Rs. 15,000-75,000/month

(part-time, varies by course type & enrollment)

Apply: learn@tailors.lk | tailors.lk/learn

Verification & Quality Assurance

Our verification ensures quality. To maintain standards, we limit verification visits.

Manual Verification Process

- 1 Application Submitted**
- 2 Document Review** — ID, Business Registration
- 3 UNANNOUNCED SHOP VISIT**
 - Craftsmanship assessment
 - Hygiene & workspace evaluation
 - Customer service observation
 - Business legitimacy check
- 4 Quality Audit Report**
- 5 Badge Issuance** (if passed)

Monthly Cap

Only 10-15 Verification Slots available per month across Sri Lanka.

Once quota is filled, applications roll to next month.

Revenue Reporting Benefits

Sharing revenue data unlocks:

- > Peer benchmarking (anonymized)
- > Tender renewal priority
- > Custom growth plans
- > Market analysis contribution
- > Instructor eligibility priority

All data is confidential and used solely for your business optimization.

Verification Inquiry: verify@tailors.lk

Frequently Asked Questions

General

Q: Can I join as a wholesale fabric supplier?

A: Yes! We have dedicated B2B tools and tender access.

Q: Can I upgrade/downgrade my plan anytime?

A: Yes. Changes take effect at next billing cycle.

Q: What does "+" mean on pricing?

A: Base prices listed; final pricing may vary based on location, business size, and customization needs.

Tenders

Q: Do I pay commission on tender orders?

A: No. Tender partners pay annual license fee and keep 100% of order revenue. Standard orders: 10% fee.

Q: When do tenders open?

A: Major tenders open annually around May 20th. Private tenders can be requested anytime.

Verification

Q: How does verification work?

A: Unannounced visit assessing craftsmanship, hygiene, customer service, and business legitimacy.

Q: Why only 10-15 slots?

A: To maintain high quality standards.

Learn Program

Q: Do I need teaching experience?

A: No. We provide training for skilled tailors.

Q: How much can I earn as instructor?

A: Rs. 15,000-75,000/month (part-time, varies).

Ready to Partner With Us?

Whether you stitch one suit, supply 10,000 meters of fabric, or teach the next generation — we have a growth path for you.

Next Steps

- 1 Visit: tailors.lk/for-business
- 2 Select your partner type: Tailor | Shop | Fabric Store | Wholesaler | Instructor
- 3 Complete application form
- 4 Await verification (if applicable)
- 5 Onboarding & activation

Contact Information

General Inquiries info@tailors.lk	Partnership Sales sales@tailors.lk
Tender Inquiries tenders@tailors.lk	Growth Services services@tailors.lk
Learn Program learn@tailors.lk	Verification verify@tailors.lk

Phone/WhatsApp: +94 75 824 4216

Business Hours: Mon-Fri, 9AM-6PM

Connect With Us

- > Facebook: Tailorslk
- > Instagram: @tailors.lk
- > LinkedIn: Tailors.lk

Scan QR Code to Apply Now

tailors.lk/for-business

Terms & Conditions Summary

Important Notes

- * All partnerships subject to verification and Tailors.lk final approval rights.
- * Prices listed are starting rates. Final pricing may vary based on service scope and market conditions.
- * Verification slots limited to 10-15 per month. First-come, first-served.
- * Tender entry fees (Rs. 5,000) are non-refundable.
- * Revenue reporting required for tender partners. All data kept confidential.
- * Tailor Black status cannot be bought. Must be earned through excellence and invitation.
- * Commission rates apply to standard platform orders (10% default, reduced for higher tiers).
- * Tender orders: 0% commission (annual license applies).
- * E-commerce revenue share: 15-30% (model dependent).
- * Plan changes take effect at next billing cycle.
- * Tailors.lk reserves right to modify terms with 30 days notice.

Full Terms & Conditions
tailors.lk/terms

Privacy Policy
tailors.lk/privacy

TAILORS.LK

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Built in Sri Lanka for Sri Lankan Fashion