

# ConsultPro Platform - Investment Summary

## Rozitech Board of Directors

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## Executive Summary

Management seeks Board approval for a **\$7,500 investment** to develop and launch **ConsultPro**, a SaaS platform for HR consulting firms in the African market.

## Investment Highlights

Metric	Value
<b>Total Investment</b>	\$7,500
<b>Payback Period</b>	8 months
<b>5-Year NPV</b>	\$298,457
<b>5-Year IRR</b>	312%
<b>Year 5 ARR</b>	\$450,000

## Strategic Rationale

1. **Market Gap:** No integrated CRM-ERP exists for HR consulting firms in Africa
  2. **First-Mover:** Establish market leadership before competitors enter
  3. **Leverage:** 60% codebase reuse from existing Rozitech products
  4. **Anchor Customer:** TeamACE Nigeria as founding partner reduces market risk
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## 1. Investment Structure

### 1.1 Capital Required

Component	Amount	Purpose
Development Gap	\$2,250	Difference between TeamACE payment and dev cost
Multi-Tenant Conversion	\$2,500	Convert single-tenant to SaaS
Marketing & Launch	\$1,500	Website, collateral, initial sales
Contingency	\$1,250	Buffer for unforeseen costs
<b>Total Investment</b>	<b>\$7,500</b>	

### 1.2 Funding Sources

Source	Amount	Notes
TeamACE Founding Partner Fee	\$10,000	Covers development ops cost
Rozitech Investment	\$7,500	Board approval requested
<b>Total Project Funding</b>	<b>\$17,500</b>	

### 1.3 Use of TeamACE Payment

Allocation	Amount
Development Operations (3 months)	\$9,750
Surplus to Rozitech	\$250
<b>Total</b>	<b>\$10,000</b>

## 2. Revenue Model

### 2.1 Pricing Strategy

Tier	Monthly Price	Target Segment
Starter	\$99	Small HR consultants (1-10 staff)
Professional	\$299	Medium HR firms (10-50 staff)
Business	\$599	Large staffing agencies (50+ staff)
Enterprise	\$999+	PEOs, multi-country operations

**Blended Average Revenue Per Customer (ARPC):** \$250/month

### 2.2 Customer Acquisition Strategy

Channel	Cost	Expected Customers
TeamACE Referrals (25% commission)	\$62.50/customer	40% of Year 1-2
Direct Sales	Minimal	30%
Organic/Inbound	\$0	30%

**Customer Acquisition Cost (CAC):** ~\$250 average **Lifetime Value (LTV):** ~\$6,000 (24-month average retention) **LTV:CAC Ratio:** 24:1

## 3. Five-Year Financial Projections

### 3.1 Customer Growth

Year	New Customers	Churn (15%)	Ending Customers
Year 1	10	0	10
Year 2	25	2	33
Year 3	45	5	73
Year 4	60	11	122
Year 5	70	18	174

### 3.2 Revenue Projections

Year	Customers (Avg)	ARPC	Annual Revenue
Year 1	5	\$250	\$15,000
Year 2	22	\$250	\$66,000
Year 3	53	\$260	\$165,360
Year 4	98	\$270	\$317,520
Year 5	148	\$280	\$497,280

*ARPC increases 3-4% annually due to tier upgrades and price increases*

### 3.3 Cost Structure

Cost Category	Year 1	Year 2	Year 3	Year 4	Year 5
<b>Hosting/Infrastructure</b>	\$3,600	\$6,000	\$12,000	\$18,000	\$24,000
<b>Support (Part-time)</b>	\$2,400	\$6,000	\$12,000	\$24,000	\$36,000
<b>Development</b>	\$6,000	\$12,000	\$18,000	\$24,000	\$30,000
<b>(Maintenance)</b>					
<b>Marketing/Sales</b>	\$1,500	\$3,000	\$6,000	\$12,000	\$18,000
<b>Referral</b>	\$1,500	\$6,600	\$12,400	\$15,900	\$18,700
<b>Commissions (25%)</b>					
<b>Admin/Overhead</b>	\$1,200	\$2,400	\$4,800	\$7,200	\$9,600
<b>Total Costs</b>	<b>\$16,200</b>	<b>\$36,000</b>	<b>\$65,200</b>	<b>\$101,100</b>	<b>\$136,300</b>

### 3.4 Profit & Loss Summary

Metric	Year 1	Year 2	Year 3	Year 4	Year 5
<b>Revenue</b>	\$15,000	\$66,000	\$165,360	\$317,520	\$497,280
<b>Total Costs</b>	\$16,200	\$36,000	\$65,200	\$101,100	\$136,300
<b>EBITDA</b>	(\$1,200)	\$30,000	\$100,160	\$216,420	\$360,980
<b>EBITDA Margin</b>	-8%	45%	61%	68%	73%

## 4. Cash Flow Analysis

### 4.1 Monthly Cash Flow - Year 1

Month	Revenue	Costs	Net Cash	Cumulative
Month 1	\$0	\$1,500	(\$1,500)	(\$1,500)
Month 2	\$0	\$1,350	(\$1,350)	(\$2,850)
Month 3	\$0	\$1,350	(\$1,350)	(\$4,200)
Month 4	\$500	\$1,350	(\$850)	(\$5,050)
Month 5	\$750	\$1,350	(\$600)	(\$5,650)
Month 6	\$1,000	\$1,350	(\$350)	(\$6,000)
Month 7	\$1,250	\$1,350	(\$100)	(\$6,100)
Month 8	\$1,500	\$1,350	\$150	(\$5,950)
Month 9	\$1,750	\$1,350	\$400	(\$5,550)
Month 10	\$2,000	\$1,350	\$650	(\$4,900)
Month 11	\$2,500	\$1,350	\$1,150	(\$3,750)
Month 12	\$3,750	\$1,350	\$2,400	(\$1,350)
<b>Year 1 Total</b>	<b>\$15,000</b>	<b>\$16,200</b>	<b>(\$1,200)</b>	

*Note: Month 1-3 is development phase, no customer revenue*

### 4.2 Annual Cash Flow Summary

Year	Beginning Cash	Operating Cash Flow	Ending Cash
Year 0	\$0	(\$7,500) Investment	(\$7,500)
Year 1	(\$7,500)	(\$1,200)	(\$8,700)
Year 2	(\$8,700)	\$30,000	\$21,300
Year 3	\$21,300	\$100,160	\$121,460
Year 4	\$121,460	\$216,420	\$337,880
Year 5	\$337,880	\$360,980	\$698,860

### 4.3 Cumulative Cash Position

Year 0	Year 1	Year 2	Year 3	Year 4	Year 5
(\$7,500)	(\$8,700)	\$21,300	\$121,460	\$337,880	\$698,860

Investment      Break-even      Rapid Growth Phase  
(Month 20)

## 5. Investment Returns

### 5.1 Payback Period

Metric	Value
Initial Investment	\$7,500
Cumulative Cash Flow Positive	Month 20 (Year 2)
<b>Simple Payback</b>	<b>20 months</b>
Discounted Payback (10% rate)	22 months

## 5.2 Net Present Value (NPV)

Using 10% discount rate:

Year	Cash Flow	Discount Factor	Present Value
Year 0	(\$7,500)	1.000	(\$7,500)
Year 1	(\$1,200)	0.909	(\$1,091)
Year 2	\$30,000	0.826	\$24,780
Year 3	\$100,160	0.751	\$75,220
Year 4	\$216,420	0.683	\$147,815
Year 5	\$360,980	0.621	\$224,169
<b>NPV</b>			<b>\$463,393</b>

*Terminal value not included - conservative estimate*

## 5.3 Internal Rate of Return (IRR)

Scenario	5-Year IRR
<b>Base Case</b>	<b>312%</b>
Conservative (-30% revenue)	198%
Aggressive (+30% revenue)	425%

## 5.4 Return on Investment (ROI)

Metric	Value
Total Investment	\$7,500
5-Year Cumulative EBITDA	\$706,360
<b>5-Year ROI</b>	<b>9,318%</b>

# 6. Sensitivity Analysis

## 6.1 Revenue Sensitivity

Scenario	Year 5 Revenue	Year 5 EBITDA	5-Year IRR
Base Case	\$497,280	\$360,980	312%
-20% Revenue	\$397,824	\$280,384	245%
-40% Revenue	\$298,368	\$199,788	172%
+20% Revenue	\$596,736	\$441,576	378%

## 6.2 Customer Acquisition Sensitivity

Scenario	Year 5 Customers	Year 5 Revenue	IRR
Slow Growth	87	\$292,320	168%
Base Case	174	\$497,280	312%
Fast Growth	261	\$746,640	456%

## 6.3 Break-Even Analysis

Metric	Threshold
Monthly Break-Even Revenue	\$1,350
Break-Even Customers	6 (at \$250 ARPC)
Time to Break-Even	Month 8 (monthly) / Month 20 (cumulative)

## 7. Risk Assessment

### 7.1 Key Risks & Mitigations

Risk	Probability	Impact	Mitigation
<b>TeamACE doesn't refer customers</b>	Low	Medium	Contractual referral commitment
<b>Slow market adoption</b>	Medium	Medium	TeamACE validates product-market fit
<b>SeamlessHR enters space</b>	Low	High	Different market segment (consulting vs internal HR)
<b>Technical issues</b>	Low	Medium	60% proven codebase reuse
<b>Payment collection</b>	Medium	Low	Partner with Paystack/Flutterwave
<b>Competition from global CRM</b>	Medium	Low	Africa-specific features, local pricing

## 7.2 Downside Scenario

**Worst Case:** Only 50% of projected customers acquired

Metric	Base Case	Worst Case
Year 5 Revenue	\$497,280	\$248,640
Year 5 EBITDA	\$360,980	\$143,140
5-Year IRR	312%	124%
NPV	\$463,393	\$168,247

**Even at 50% of projections, the investment delivers 124% IRR.**

## 8. Strategic Value Beyond Financials

### 8.1 Platform Value

Asset	Potential Value
SaaS Platform IP	Sellable asset
Customer Base	Recurring revenue stream
Market Position	First-mover in underserved niche
Data/Insights	HR consulting market intelligence

### 8.2 Expansion Opportunities

Opportunity	Potential
Ghana, Kenya, South Africa	3x addressable market
White-label for enterprise	\$10K+ per deployment
API/Integration marketplace	Additional revenue stream
Acquisition target	SaaS multiples of 5-10x ARR

### 8.3 Exit Scenarios (Illustrative)

Scenario	Year 5 ARR	Multiple	Exit Value
Strategic Sale	\$497,280	5x	\$2.49M
PE Acquisition	\$497,280	7x	\$3.48M
Market Expansion	\$1,000,000	8x	\$8.00M

## 9. Board Resolution Request

Management requests Board approval for:

1. **Investment of \$7,500** for ConsultPro platform development and launch

2. **Partnership with TeamACE Nigeria** as Founding Customer
3. **Authority to execute** partnership agreements as presented

## Expected Outcomes

Milestone	Timeline
TeamACE agreement signed	Within 30 days
Platform Phase 1 complete	90 days from kickoff
First paying customer (non-TeamACE)	Month 6
Break-even (monthly)	Month 8
Break-even (cumulative)	Month 20
Year 5 ARR target	\$450,000+

## 10. Appendices

### Appendix A: Detailed Monthly Cash Flow (Year 1-2)

Month	Customers	MRR	Costs	Net	Cumulative
M1	0	\$0	\$1,500	(\$1,500)	(\$1,500)
M2	0	\$0	\$1,350	(\$1,350)	(\$2,850)
M3	0	\$0	\$1,350	(\$1,350)	(\$4,200)
M4	2	\$500	\$1,350	(\$850)	(\$5,050)
M5	3	\$750	\$1,350	(\$600)	(\$5,650)
M6	4	\$1,000	\$1,350	(\$350)	(\$6,000)
M7	5	\$1,250	\$1,350	(\$100)	(\$6,100)
M8	6	\$1,500	\$1,350	\$150	(\$5,950)
M9	7	\$1,750	\$1,350	\$400	(\$5,550)
M10	8	\$2,000	\$1,350	\$650	(\$4,900)
M11	10	\$2,500	\$1,350	\$1,150	(\$3,750)
M12	10	\$2,500	\$1,350	\$1,150	(\$2,600)
M13	12	\$3,000	\$2,000	\$1,000	(\$1,600)
M14	15	\$3,750	\$2,200	\$1,550	(\$50)
M15	18	\$4,500	\$2,400	\$2,100	\$2,050
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### Appendix B: Competitive Landscape

See separate document: [TeamACE\\_vs\\_SeamlessHR\\_Comparison.pdf](#)

### Appendix C: Partnership Terms Summary

See separate document: [TeamACE\\_Partnership\\_Proposal.pdf](#)



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