

# Strategic Partnership Proposal

## TeamACE Nigeria - Founding Partner Program

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### Executive Summary

Rozitech is pleased to present TeamACE with an exclusive opportunity to become the **Founding Partner** for our new HR Consulting Operations Platform targeting the African market.

Rather than a traditional software development engagement, we are inviting TeamACE to participate in a strategic partnership where both organizations benefit from the platform's success across Africa.

### The Opportunity

Element	Details
<b>Platform</b>	ConsultPro - CRM-ERP for HR Consulting Firms
<b>Market</b>	Africa (500+ HR consulting firms in Nigeria alone)
<b>Gap</b>	No integrated platform exists for HR consulting operations
<b>Your Role</b>	Founding Partner - Nigeria
<b>Your Investment</b>	Significantly reduced from standard pricing
<b>Your Upside</b>	Revenue share, exclusive benefits, market influence

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## 1. Why This Partnership?

### 1.1 Market Opportunity

Our competitive analysis confirms a significant gap in the African market:

Existing Solutions	What They Offer	What's Missing
SeamlessHR	Internal HR/Payroll	Client management, BD, Invoicing
CRM Africa	Basic CRM	HR outsourcing, Staff deployment
Salesforce/HubSpot	Enterprise CRM	Africa focus, HR consulting features

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**No platform currently serves HR consulting firms' unique needs:** - Client relationship management - Business development pipeline - Staff deployment tracking - Client invoicing & receivables

## 1.2 Why TeamACE?

Factor	Value to Partnership
<b>Domain Expertise</b>	Deep understanding of HR consulting operations
<b>Market Position</b>	Established player in Nigerian HR market
<b>Network</b>	Relationships with other HR firms
<b>Credibility</b>	Reference customer for market launch

## 2. Partnership Options

We are offering TeamACE three partnership tiers, each with increasing benefits and commitment levels.

### Option A: Founding Customer

**Best for:** Organizations wanting immediate value with minimal commitment

Component	Terms
<b>Setup Fee</b>	\$10,000 (73% below standard pricing)
<b>Subscription</b>	Free for 24 months
<b>After 24 Months</b>	50% discount for life (\$150/month vs \$299)
<b>Hosting</b>	Included
<b>Support</b>	Priority support queue
<b>Features</b>	3 custom feature requests per year
<b>Referral Commission</b>	25% on Nigeria customers you introduce

**Your Commitment:** - Case study participation - Testimonial for marketing - Logo usage rights for Rozitech marketing

### 3-Year Value:

Benefit	Value
Standard pricing would be	\$37,212 + \$10,764 (36 months hosting) = \$47,976
You pay	\$10,000 + \$5,400 (12 months at \$150) = \$15,400
<b>Your Savings</b>	<b>\$32,576 (68%)</b>
Plus referral income potential	25% of referred customer revenue

## Option B: Revenue Partner

**Best for:** Organizations wanting long-term wealth creation from platform success

Component	Terms
<b>Setup Fee</b>	\$10,000
<b>Subscription</b>	Free forever
<b>Revenue Share</b>	20% of all Nigeria platform revenue
<b>Advisory Role</b>	Quarterly product strategy sessions
<b>Exclusivity</b>	First right of refusal on Nigeria opportunities

**Your Commitment:** - Active participation in product development feedback - Introductions to minimum 5 HR firms in Year 1 - Case study and testimonial participation - Quarterly business reviews

### Potential Revenue Share:

Year	Projected Nigeria ARR	Your Share (20%)
Year 1	\$36,000	\$7,200
Year 2	\$100,000	\$20,000
Year 3	\$200,000	\$40,000
<b>3-Year Total</b>	-	<b>\$67,200</b>

*Your \$10,000 investment could return 6.7x in revenue share alone.*

## Option C: Strategic Joint Venture

**Best for:** Organizations wanting ownership stake and long-term partnership

Component	Terms
<b>Your Investment</b>	\$5,000
<b>Ownership</b>	30% of Nigeria product operations
<b>Platform Access</b>	Free forever
<b>Revenue Split</b>	30% of Nigeria profits
<b>Decision Rights</b>	Board seat on Nigeria operations
<b>Exclusivity</b>	Exclusive Nigeria partner

**Your Commitment:** - Active role in Nigeria market development - Lead Nigeria sales and customer success - Provide domain expertise for product development - Long-term partnership commitment (5 years minimum)

### Potential Value:

Year	Nigeria Revenue	Your Share (30%)
Year 1	\$36,000	\$10,800
Year 2	\$100,000	\$30,000
Year 3	\$200,000	\$60,000
<b>3-Year Total</b>	<b>-</b>	<b>\$100,800</b>

*Plus 30% ownership value if platform scales across Africa.*

### 3. Platform Overview

#### 3.1 Core Modules (Phase 1)

Module	Features
<b>CRM</b>	Client database, Contact management, Engagement tracking, Communication history
<b>Business Development</b>	Lead management, Sales pipeline (Kanban), Opportunity tracking, Win/loss analysis
<b>Finance</b>	Client invoicing, Payment tracking, Receivables aging, Revenue reporting
<b>HR Outsourcing</b>	Staff-client assignments, Deployment tracking, Service logging

#### 3.2 Technical Specifications

Aspect	Details
<b>Architecture</b>	Modern cloud-native SaaS
<b>Hosting</b>	Enterprise-grade (Render.com)
<b>Security</b>	SSL encryption, role-based access
<b>Availability</b>	99.9% uptime SLA
<b>Integrations</b>	RESTful API, Paystack/Flutterwave payments
<b>Mobile</b>	PWA-ready (works on any device)

#### 3.3 Roadmap

Phase	Timeline	Deliverables
<b>Phase 1</b>	Months 1-3	Core CRM, BD, Finance, HR Outsourcing basics
<b>Phase 2</b>	Months 4-6	Advanced reporting, Proposal generation, Mobile app
<b>Phase 3</b>	Months 7-12	Multi-country expansion, Advanced integrations

## 4. Comparison: Partnership vs Custom Development

Factor	Custom Development	Founding Partner
<b>Upfront Cost</b>	\$37,212	\$10,000
<b>Monthly Hosting</b>	\$500/month	Free (24 months)
<b>Ongoing Updates</b>	Additional cost	Included
<b>New Features</b>	You pay	Included
<b>Support</b>	Standard	Priority
<b>Revenue Opportunity</b>	None	20-30% share
<b>Ownership</b>	Code only	Platform relationship
<b>Risk</b>	All on you	Shared

**Bottom Line:** Partnership delivers more value at lower cost with upside potential.

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## 5. Why Partner with Rozitech?

### 5.1 Our Track Record

Metric	Details
<b>Platform Experience</b>	10+ SaaS products built and deployed
<b>Technology</b>	Modern stack (React, Node.js, PostgreSQL)
<b>Codebase</b>	60% reuse from proven Rozitech Central platform
<b>Deployment</b>	Production-ready infrastructure

### 5.2 Our Commitment

- **Quality:** Enterprise-grade platform, not a prototype
  - **Timeline:** 90-day delivery for Phase 1
  - **Support:** Dedicated success manager
  - **Evolution:** Continuous improvement based on market feedback
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## 6. Next Steps

### 6.1 Decision Timeline

Step	Timeline
Review this proposal	This week
Q&A call	Within 7 days
Select partnership tier	Within 14 days
Sign agreement	Within 21 days
Kickoff	Within 30 days

## 6.2 To Proceed

1. **Review** this proposal and identify your preferred option
  2. **Schedule** a call to discuss questions and negotiate terms
  3. **Confirm** partnership tier and sign agreement
  4. **Kickoff** with discovery session and requirements confirmation
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## 7. Summary: Your Options

Option	Investment	Key Benefits	Best For
<b>A: Founding Customer</b>	\$10,000	73% discount, 24mo free, 25% referrals	Immediate value, low risk
<b>B: Revenue Partner</b>	\$10,000	Free forever, 20% revenue share	Long-term wealth creation
<b>C: Joint Venture</b>	\$5,000	30% ownership, free platform	Strategic partnership

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## Appendix: Standard Pricing Reference

For context, our standard SaaS pricing (launching Q2 2026):

Tier	Monthly Price	Features
<b>Starter</b>	\$99	5 users, Basic CRM & BD
<b>Professional</b>	\$299	15 users, Full suite
<b>Business</b>	\$599	50 users, Multi-office
<b>Enterprise</b>	Custom	Unlimited, White-label

As a Founding Partner, TeamACE receives pricing **50-100% below** these rates.

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**We look forward to partnering with TeamACE to build the leading HR Consulting platform for Africa.**

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### Contact:

Rozitech (Pty) Ltd [Contact details]

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*This proposal is confidential and intended for TeamACE Nigeria leadership only. Terms are valid for 30 days from the date of this document.*