

Strategic Partnership Proposal

TeamACE Nigeria - Founding Partner Program

Document Version: 1.0 **Date:** December 1, 2025 **Prepared by:** Rozitech (Pty) Ltd **For:** TeamACE Nigeria

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

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

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
Domain Expertise	Deep understanding of HR consulting operations
Market Position	Established player in Nigerian HR market
Network	Relationships with other HR firms
Credibility	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
Setup Fee	\$10,000 (73% below standard pricing)
Subscription	Free for 24 months
After 24 Months	50% discount for life (\$150/month vs \$299)
Hosting	Included
Support	Priority support queue
Features	3 custom feature requests per year
Referral Commission	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
Your Savings	\$32,576 (68%)
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
Setup Fee	\$10,000
Subscription	Free forever
Revenue Share	20% of all Nigeria platform revenue
Advisory Role	Quarterly product strategy sessions
Exclusivity	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
3-Year Total	-	\$67,200

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
Your Investment	\$5,000
Ownership	30% of Nigeria product operations
Platform Access	Free forever
Revenue Split	30% of Nigeria profits
Decision Rights	Board seat on Nigeria operations
Exclusivity	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
3-Year Total	-	\$100,800

Plus 30% ownership value if platform scales across Africa.

3. Platform Overview

3.1 Core Modules (Phase 1)

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

3.2 Technical Specifications

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

3.3 Roadmap

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

4. Comparison: Partnership vs Custom Development

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

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

5. Why Partner with Rozitech?

5.1 Our Track Record

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

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
-

7. Summary: Your Options

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

Appendix: Standard Pricing Reference

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

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

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

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

Contact:

Rozitech (Pty) Ltd [Contact details]

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