Customer Contract and Joint Venture Pricing Schedule
For Beto Paredes, LLC and the InfluxIQ Development Group

The following is a pricing schedule with an explanation of all the services and offerings we have to follow. We welcome both clients and joint venture partners to engage with us to develop our company's next online venture. At both rate schedules we have extremely competitive prices and fully catered services. If you're looking for long term partnership on a larger build and need a fully supported ongoing relationship and funded idea, consider looking into our joint venture partner model. Other wise please consider us for your next development. We treat our clients like gold and you will lover your experience with our company.

Core platform and services	Contract Client	Joint Venture Partner
Original platform costs	License fee	----No cost----
Upgrades	Varies based on worth	----No cost----
Additional modules	License fee	----No cost----
Software development hourly	$75 an hour	$50 an hour
Software development retainer	$65 an hour	$50 an hour
Graphic and web design	$50 an hour	$50 an hour
Customer service to partner	Business hours	24 hours 7 days a week
Technical support to partner	Limited to training	Business hours
Project management	Limited to set meetings	24 hours 7 days a week
Server management		
Dedicated server management	Limited management	Total management
Large cluster / cloud management	----Not offered----	Total management
Monthly server costs	25% over cost	At exact cost
Server administration	$75 an hour	$35 an hour
Employable services		
Customer service to users	----Not offered----	Dedicated $7.50 an hour
Technical support to users	----Not offered----	Dedicated $12.50 an hour
Professional services		
Search engine optimization	$50 an hour	$15 an hour (cost)
Social media management	$50 an hour	$15 an hour (cost)
Brand / reputation management	$50 an hour	$15 an hour (cost)
Press release development	$50 an hour	$15 an hour (cost)
Relationship terms		
Seed capital expectations	----Not considered----	Must have $250,000+ provable
Complete business plan	----Not considered----	At minimum a strong summary
Revenue ownership	Service agreement only	10% of the Total Gross Net Revenue
Equity ownership	----Not considered----	20% of the Total Equity
Software ownership	Enterprise license	Limited joint ownership
Non compete	----Not considered----	Original idea
Officer involvement	----Not offered----	CTO division
Documentation development	Contract only	All technical ($45 an hour)

Core platforms and services- this covers the main service offerings that influxiq development group affords their clients and partners. These are fundamental to the development environment. We have thousands of hours into our core code base with modules for almost everything you can imagine. In combination with robust pre developed code and a dedicated team of talented developers and designers, we can do anything.

Original platform costs - The platforms that we offer at influxiq development group can vary in type and cost. We have standard applications that range from $ 995 to $19,995 licensing fees based on cost. When we are developing complex large communities and software platforms, the base platforms can be combined to accommodate any need of our client. For our partners we offer limited ownership to any platforms or modules in the entire influxiq development group base. Ownership of our code is only offered to our partners under the terms described in this document. The code base itself combines to make over 20 central applications, dozens of additional modules and over 500 thousand lines of code. Any module that we already have to start from cost our joint venture partners nothing additional.

Upgrades- we work on several contracts a week for various clients. We start new projects weekly and can finish several in a month. All of the code that we develop is created with the entire ecosystem of the influx iq development group core library in mind. Through this development we are constantly improving our systems. We circulate upgrades based on this further development to our clients. Upgrades vary in value and cost due to their value and purpose. Joint venture partners

get all upgrades at no cost to the code base and clients get them at affordable prices. It all depends on the nature of the upgrade and the time to integration.

Additional Modules- We have dozens of simple and complex modules that we can add to any web. These range from video libraries to image galleries to fully function multi user email systems. You can learn about all of the ones we currently offer in them in appendix A "the influxiq development group library" Partners get all modules at no extra cost.

Software development hourly- our core development model is based on hourly work. We charge for every hour that we develop on a project. We give our clients incremental reports that give a transparent view into every hour worked for their project. Partners receive the same service but at a $50 discount per hour. Our partnership rates are $50 an hour, which affords them the ability to do more work with less investment over time. Partners also qualify for a dedicated developer or development team to cater their account directly, if part of the relationship calls for this kind of attention as a solution.

Software development retainer- if we write an estimate worth over 80 hours of development work then the client qualifies for our retainer rates. The retainer rate is a $10 discount. Partners don't fluctuate between hourly and retainer and maintain the $50 an hour. There is still a savings over your retainer clients for partners. We have retainer clients that have employed us for months. For our regular development clients this is still a great opportunity to maintain some savings on what they are currently paying.

Graphic and web design- our designers are very sought after and do high quality work. They have all been trained in-house to deliver superior design in accordance with any industry regulations. For our regular clients we charge $50 an hour for our design work. This comes with the same incremental reporting that our development does. We offer our partners a discount per hour for design work at a rate of $50. Partners also qualify for a dedicated designer to cater their account directly if part of the relationship calls for this type of attention as a solution.

Customer service clients- we offer customer service to our clients during and after the project is launched and taken live. We do everything in our power to make clear the path our technology allows our clients to move in. Clients are able to reach a customer support staff member anytime during business hours Monday through Friday 9 to 5 pm PST. We are available to our partners 24 hours a day 7 days a week. Because we represent the tech team for most partners and we also put several safety checks in the code, so we can be notified immediately if there is a problem.

Technical support to clients- we offer technical support to our clients to make sure they are trained and understand exactly how to use their new software. This is something that comes with every website that we sell. They are able to pay for additional support if necessary as long as they are properly scheduled. Partners receive technical support during business hours and have access without setting meetings to do so.

Project management- every project is managed by a team of professionals. This includes the project coordinator and the project manager. Together they work directly with the rest of the development and design team. Clients and partners have access to weekly meetings with their team. Within reason, partners are able to set meetings whenever they are needed, in addition to weekly meetings.

Dedicated server management- Most of our larger clients end up within a dedicated server environment. This is a natural transition for heavier trafficked websites. We will handle the administration of these servers during business hours and offer limited availability to address after hour emergencies. For our partners we take care of the servers 24/7 and have people on call around the clock for any problems that may arise.

Large cluster / cloud management- A company that works their way into the million dollar earnings will eventually move from dedicated servers to larger clusters. This can go to the cloud and even to a content delivery network. There is a lot of administration involved in this. For our clients, we will hand off the environment to another team and help in the transitions, but we don't generally manage these larger environments. We offer full management and provide everything necessary a rock solid scalability plan directly to our partners.

Monthly server costs- for our clients we charge 25% over the cost of the server running to maintain management of the environment. For partners, we offer this service at cost.

Server administration- any administration has an hourly fee. We charge for every hour we work directly on configuring servers. We give our clients incremental repors that give transparent view into every hour worked for their project. Partners receive this same service but at a $10 discount per hour. Our partnership rate is $35 an hour for our server administration services.

Employable services

Our employable services are part of our commitment to taking care of the technical division of our joint venture. These are services that can have a very high turn over rate and requires close and careful training and direct management. We only offer this combination of services to our partners.

Customer service to users- this service is not available to clients. Clients are fully responsible for their users and their own business models. For joint venture partners this is a great advantage to the relationship. We will employ, train, house and deal with all the human resource-related issues for the customer support staff of the joint venture. Departmentally we are willing to take the responsibility to grow this division as our partner's applications grow.

Technical support users- like customer service, we do not offer this service to clients. We will employ, train and house and deal with all human resources for the customer support staff of the joint venture. Departmentally we are willing to take the responsibility to grow this division as our partner's applications grow.

Professional services

We offer a number of professional services at a very large discount to our partners. These are the types of services that deal directly with success on the search engines and work directly with social media. All of these services we offer at $45.50 discount an hour. This is over 250% discount from the services that we offer to clients. Its important to us as a partner that the organic success of the search engines and the viral marketing of the social media platforms are exercised to the maximum potential of the project.

Search engine optimization- with the search engine optimization service we will take all the content that is added to the website at any time and optimize it for the search engines. This is a service that can take very little maintenance if a web changes little or heavy maintenance if it changes often. As part of the service we also deal directly with back linking in order to drive the popularity and page rank of the website up in search engines. Additional information about this service can be found on our website.

Social media management – The social media environment is here to stay and it is just going to get bigger. We offer our partners services in developing, building and maintaining their profile in Facebook and Twitter. These two have been selected due to their popularity and success rates for other companies.

Brand / reputation management- Using a combination of blog posts, simpic, websites and wiki profile management we are able to maintain command of the first page of most search engines. This increases the brand awareness of a company and its officers while reducing the risk of bad publicity. We offer this service to our partners.

Press release development- we have a very talented writing team. Keeping a fresh amount of press releases going out regularly is just smart business. Our team can take the activity of the company and the services offered and keep them published to the online audience.

Relationship terms

These terms define the business relationship, on top of the products and services made available to partners. These terms are intended to protect the investment of both parties and ensure maximum return on time and money. Influxiq Development Group is committed to the success of every partnership and each officer works diligently offer a value that far exceeds that of our products and services to every partnership we undertake.

Seed capital expectations- we Joint Venture to create a rapid and affordable approach to launching a new enterprise. We also joint venture because we feel the business has a solid financial foundation and a way to really make their ideas work. We expect our JV partners to have at least $250,000 in seed capital provable in the bank before we will sign a JV agreement. There are no seed expectations on regular clients.

Complete business plan- JV partners are expected to have at least a strong convincing summary of their business model to present to our team. We would like to see as thorough of a plan as possible.

Revenue share- In return for the value we offer partners, we require some revenue share in the venture. With our industry savvy and business sensibility we will add greatly to the venture you are undertaking. For this we expect to receive 10% of the gross net revenue (total gross minus expenses to the platform and our services.)

Software ownership- we maintain ownership of all code that we develop for clients. We often redress and use our code on several projects at several levels. Clients receive a single license or one installation point to use our software. With Joint Venture partners we offer limited joint ownership in the code. They have duplication righs to develop other business models and platforms. The stipulation is whatever the revenue agreement is the model follows with the new installations.

We retain the 10% revenue share or gross net and 20% ownership of any platform or entity that is replicated under this arrangement.

Non compete- we never sign non competes with clients. For our Joint Venture partners we are willing to sign to cover the original idea. Although we focus on being a service and custom engineering company and feel our regular clients should feel safe in our care, we simply don't sign these agreements with regular clients. For our partners we do offer a greater sense of security. We guarantee our partners that we will not do exactly what they are doing with another business model or with another partner.

Officer involvement – We do not take C level positions with anyone but our Joint Venture partners. Instead of assigning a single individual, we list a set of responsibilities to a CTO division. We use a combination of administrative, software modeling and project management professionals to ensure that the technical requirements of the company are properly managed.

Documentation development- As part of the initiative to support the CTO division of the company we offer the service to develop all technical documentation for time lines, software models, business plans and marketing copy. We also take care of all details concerning the actions taken between technical support and actual developers and designers tailored to the partner.