



Grayhorse Technologies, Inc. - Strategic Partner Opportunities

Grayhorse Technologies, Inc. is a successful company with 35 years experience that specializes in both technical solutions as well as staffing solutions with billable contractors and consultants:

Staffing and Contractor Solutions

Full-time Computer Consultants and Contractors – Onsite

Full-time Contract Hire – Technical, Professionals and Certified Project Managers – Onsite

We have 35 years experience providing onsite billable contractors to large and small corporations. We also have a combined 100 years of IT experience and 35 years of project management experience. We are experts at finding, screening, pre-qualifying, pre-closing and delivering quality professionals to fill critical client staffing needs, support projects and provide new skills knowledge. We have experience filling RPG, COBOL, CICS, DB2, VFP, VB, C, C#, ASP, Visual Studio, SharePoint, .Net, SQL, Oracle, SAP, Peoplesoft, etc.

IT Solutions

IT Outsourcing – We assume onsite responsibilities for Software, Databases and Help Desks

Windows, Server and .Net Development and Solutions – Onsite or remotely

Custom Software and Database Design, Development and Implementations – Onsite or remotely

Legacy Systems and bridging them to Newer Technologies – Onsite

We also specialize in assuming responsibilities for custom software and database projects. We have a team of .Net Developers that do projects remotely or we can recruit local professionals to work onsite at the client's facility. In addition to these capabilities, we can also assume onsite technical help desk responsibilities; post project support and help clients migrate from old technologies to new technologies.

Project Management Solutions

Business Analysis, User Requirements, Studies, Designs and Project Plans – Onsite

Project Management Consulting and Solutions - Onsite

Project Managers, Project Coordinators and Project Engineers – Onsite

We are also experts at the functional and project management roles. We are skilled in the full life cycle of projects; defining user requirement and project feasibility, designing applications, building teams, laying out M/S Project schedules and dependencies, managing the development phase and managing the implementation phase.

We are seeking Partners that we can work with to help source, help develop and help fill the above types of opportunities.

The ideal partner will possess:

- Has the desire to make money, to be an entrepreneur and be their own boss
- Has at least five years of hands on sales, recruiting and/or contracting experience
- Have relationships with decision makers within organizations that can use our services
- Willing to work in a partnership relationship splitting profits on billable work

Grayhorse agrees to provide the following support to the Partner:

- Sales Support, Recruiting Support, Negotiating and Account Management Support
- Proposals, Contracts, Contract Administration and all Back Office Support
- Technical Expertise, Recruiting Experience and Candidate Databases
- Invoicing, Funding, Employee Payroll, Business Insurances, Worker's Comp Coverage, etc.

Here is an example on how to initiate and successfully close new opportunities together:

Because of your knowledge, you discover that a decision maker within an organization has needs related to staffing and/or projects. You can refer the opportunity to us and receive portions of the profits or revenue based on your role.

Sales Reps/Referrals

You may have the opportunity to cross sell our services and capabilities to your existing clients or prospects. You may be selling a different service or product and discover that your client has a need that we offer. All you have to do is introduce them to us and we take it from there. We would call or meet your referral, discuss their needs and if we are able to generate new business from your referral, you would receive 25% of the net profits for all closed deals at the client you referred to us.

We currently average \$20.00 to \$30.00 per hour net profits per billable contractor depending on the type of contractor. Your portion would be 25% of that profit for every hour they bill for the life of the contact. We actually have one contractor that has been billable for the last 8 years at the same client. We have been paying a sale rep commissions on them and others at that client for the last 8 years.

Technical and Professional Recruiters

You may know of a client or prospect that has staffing or project issues and they desire contractors or contract hire candidates to fill those needs. You may not be in a position to handle contractors on your own, which is where we can support you and your clients. We work together and document the needs. We would source candidates together, screen them, pre-close them, present them to the decision maker for consideration and then schedule interviews.

After the interviews, we would debrief both the decision maker and the candidate(s), closing them on money, billrates, benefits, relocation, start date, etc. Our office would handle the new hire start packets and the client agreements. Then, after they start, employees complete weekly time sheets, we process bi-weekly payroll and pay you 50% of the net profit the 15th of each month for work performed the previous month. We maintain contact with the employees once a week and one of us will maintain contact with the client manager monthly. Once you have business on the books, you are eligible for monthly draws and medical benefits. The key is to work together to help you build a book of business, which you would own. We are basically working together and splitting business. If you have nine billable employees on the books, averaging \$75,000 salaries per year with an average \$75.00 per hour billrate, billing 176 hours per month, your profit could be approximately \$16,667 monthly equaling approx. \$200,000 in annual net profits to you.

If the client's issues turn out to be project related, then we can recruit and place contractors on-site to help solve the project problems, or we can bring in known IT or PM Consultants to help on the projects, or they can outsource the project to us and we can do it remotely in Tulsa or overseas. In either case, all the work is billable and it just adds to the net profits that are being split 50/50 between us.

Project Work usually involves newer technology; we specialize in projects related to custom web, internet, and sql/.net development. Larger organizations usually need additional skills in house while smaller organizations usually need project or technology help. We are in a position to support either scenario.

Corporate and Government Contractors

The following is designed to support hands-on contractors that wish to do their own contracts and maintain control and ownership of clients and relationships. But, you need a firm to handle the contracts, funding, medical benefits, business insurances, workers comp and all the back office support needed to run a contracting operation.

This can be for a one person operation or a group of contractors that have an inside track on billable work or a project.

We have the experience and everything in place to satisfy the client's business insurance and workers comp coverages; state and federal tax withholding and filings, and all the back office support to handle funding, invoicing, collections, payroll, medical benefits, third party commissions, etc.

You would introduce us to the client to finalize paperwork and rates. Once you and your team start, you would still do weekly time sheets and we would do bi-weekly payroll for you and your team. We keep 20% of the billrate as our fees to represent you and to take the risks associated with doing business. You have the options of receiving payments as a W2 employee with or without benefits or as a 1099 contractor.

You can also participate in the profits of other contractors that are added to the client and/or project. We still keep 20% of the revenue. You can earn the difference between what it costs to bring others on board and the other 80% of the billrate. For example, if the billrate is \$75/Hr, we keep 20% and 80% goes to you as the contractor. If the costs of another person are 60% of the billrate, then you earn another 20% for their billrate. Our max is 20% of the billrate or project revenue.

Please call us if you have any questions about revenue sharing, pricing, net profits, etc.

Scenarios we try to avoid are Agency Placements, Temp Placements, Short Term Deals, Low End Deals, Low Margin Deals, working with HR Departments, bidding on Fixed Price Projects and sub-contracting to 3rd Party Firms. Our goal is to grow our profitable book of billable business and meet our margin goals. These types of scenarios impact those goals. Obviously, we will do whatever we have to do if it leads to more profitable long term business. So, there are exceptions to everything.

Please see our web site www.Grayhorsetechnologies.com or contact Eric Yeager at 918-638-0871 or email him at Eric@Grayhorsetechnologies.com for more information or references.