

# Techstrapping

## Join our Team

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Nextdrift Technologies, LLC  
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**Techstrapping** is where talented software professionals **invest** their **time** and **expertise** to develop a “Software as a Service” (SaaS) solution for technology challenged companies **sharing risk** and **sharing reward**.

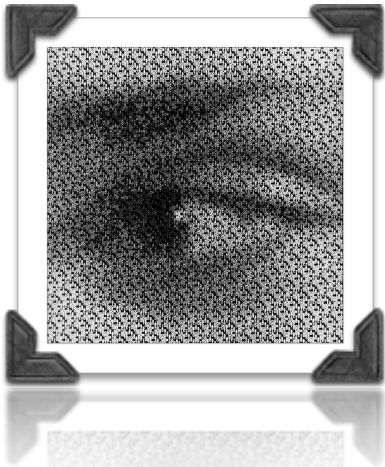
# How It Works

- ✦ Techstrapping professionals **invest expertise** and **experience** vs money.
- ✦ Sign up with **no obligation** and **no cost**.
- ✦ Based on the Techstrapping professional's experience and expertise, an **Hourly Rate** is established.
- ✦ Nextdrift adds a small administration cost and a **Client Hourly Rate** is established.

# How It Works *Continued*

- ✦ The Techstrapping Professional chooses from active projects and sets weekly commitments & deliverables that align with the project plan.
- ✦ Techstrapping Professionals accrue payouts based on hours worked, deliverables and timeliness.
- ✦ Post release, Techstrapping Professionals receive dividends based on sales.
- ✦ Techstrapping Professionals can earn up to 3 times their original investment.

A picture is worth a thousand words



# To illustrate, let's walk through a **Sample Project**

# Client ABC

## Project Estimate

	Days	Techstrap Rate/hr	Admin	Client Rate/hr	Daily Rate	Estimate	%
Design	2	\$125	20%	\$150	\$1,200	\$2,400	3%
Development / Testing	35	\$175	20%	\$210	\$1,680	\$58,800	63%
Graphic Design	5	\$125	20%	\$150	\$1,200	\$6,000	6%
Project Management	15	\$100	20%	\$120	\$960	\$14,400	15%
Legal Agreements	0	\$300	20%	\$360	\$2,880	\$0	0%
Business Development	0	\$150	20%	\$180	\$1,440	\$0	0%
Support first year	10	\$125	20%	\$150	\$1,200	\$12,000	13%
<b>Total Estimate</b>						<b>\$93,600</b>	

## Notes and Assumptions

- ✦ A **fictitious project** for Client ABC is estimated to cost \$93,600.
- ✦ Estimate **will adjust up or down** as work is performed on the project.
- ✦ Assumes **no assistance** with *Legal* or *Business Development* activities.
- ✦ Rates are **estimates** for this sample project.

# Client Investment

Client Investment Percentage	10%
<b>Investment &amp; Milestones</b>	
Client Funded Amount	\$9,360
Techstrap Investment	\$84,240
Max payout	\$374,400
Sales required to achieve	\$549,099

← Client chose **Minimum** initial investment (higher risk/higher reward)

← Max payout is 4 time estimate of \$93,600

← Estimated sales to achieve max payout

## Notes and Assumptions

- ✦ In this example, the Client has selected the minimum of 10% investment which will **increase the amount of payout to the Techstrapping Professionals.**
- ✦ Max payout is 4 times estimate (**first 3x to Techstrapping Professional**).
- ✦ Estimated sales of \$549,099 or greater will **achieve maximum payout.**



# Revenue Share

Sliding scale of payout based on Client Investment



Revenue Share	Sales Start Range	Sales End Range	Client %	TS Pool %	Client	TSPool	Nextdrift
1x Stage	\$0	\$110,118	15%	85%	\$16,518	\$93,600	
2x Stage	\$110,118	\$234,918	25%	75%	\$31,200	\$93,600	
3x Stage	\$234,918	\$378,918	35%	65%	\$50,400	\$93,600	
4x Stage	\$378,918	\$549,099	45%	55%	\$76,582		\$93,600
<b>Total</b>					<b>\$174,699</b>	<b>\$280,800</b>	<b>\$93,600</b>

## Notes and Assumptions

- ✦ Each stage is equal to estimate amount (\$93,600)
- ✦ 4 Stages of payout (*first 3x to Techstrapping Professional*).
- ✦ Techstrapping Professional **get paid back at a higher rate** in earlier stages.
- ✦ Client gets paid back their initial investment in Stage 1.



# Techstrapping Payout

## Project Estimate

	Days	TS Rate/hr	Daily Rate	Estimate	%
Design	2	\$125	\$1,000	\$2,000	2%
Development / Testing	35	\$175	\$1,400	\$49,000	52%
Graphic Design	5	\$125	\$1,000	\$5,000	5%
Project Management	15	\$100	\$800	\$12,000	13%
Legal Agreements	0	\$300	\$2,400	\$0	0%
Business Development	0	\$150	\$1,200	\$0	0%
Support first year	10	\$125	\$1,000	\$10,000	11%
<b>Total Estimate</b>				<b>\$78,000</b>	

## Notes and Assumptions

- ✦ Assume **sole software engineer** with a Techstrapping accrual of 35 days (280 hrs) at \$175/hr for a total of \$49,000.
- ✦ Techstrapping payout (Max) est. \$147,000 (3 times).
- ✦ Effective rate is \$525 per hour.

# Benefits

- ✦ Great opportunity to **convert part-time downtime to income.**
- ✦ Utilize your expertise to **help startup ventures** achieve their full potential.
- ✦ Get **Introduced to early stage growth companies** for future involvement.
- ✦ Ability to use **current technologies** and **platforms.**
- ✦ **Get paid** to develop cutting edge solutions for growing companies.

# For more information

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