Bravo Technology Center Partnership & Sub-Contracting

Overview

If you're a reseller or consultant in the IT field, you may join Bravo Technology Center as a partner, associate or affiliate. With your membership, you gain access to a wide world of benefits as outlined below. If you're a new consultant with limited clientele, or a seasoned professional with minimal occasional needs for outside assistance, you may work with us on a subcontract basis.

We offer superior expertise to jump-start your operations in the following areas:

- Mac-UNIX-Windows Cross-Platform Projects
- Headquarters-Branch Offices WAN Scenarios
- Linux, FreeBSD and Open Source Strategies
- Domain Registration & Management
- Advanced Web Hosting and Portals
- Workstation Platform Trends & Standards
- Workgroup Servers, NAS & RAID issues
- Purpose-Built Custom Embedded Appliances
- Network Designs, Validation & Deployment
- Network Troubleshooting
- Wireless Security Lock-down
- Mobile Computing & Synchronization Issues
- VPN Concepts, Strategies and Deployment
- Computer Forensics and Network Security
- Disaster Planning & Recovery
- Telephony: VoiceMail/PBX/FAX/CTI/VoIP
- Software Development out-sourcing
- Hardware ODM/OEM arena

In short, we enable you to focus on your core competency and minimize your frustrations, by supplying you with the vision, perspectives, information and skills needed to achieve your goals. Chances are, you already had many of those tear-out-your-hair and near-tears experience. Life is short! Technology is complicated! Timing is of essence.

Tap into the "Been There, Done That!" Bravo elite team with 23 years of experience instantly.

Sub-Contracting

Discounts Schedule for Resellers and Consultants

Category	Discounts
Services (see Rates & Fees Schedule)	15.0%
Traveling Fees	0.0%
Web hosting setup fees	0.0%
Web hosting less than $20/month	0.0%
Web hosting $20/month and up	10.0%
Domain Name Registration	25.0%
Bravo Sonata Workstations	5.5%
Bravo Encore Servers	11.0%
Bravo RAID Sub-Systems	10.0%
Monitors	4.0%
Printers	2.5%
Operating Systems	0.0%
Application Software, Retail	2.0%
Application Software, License	5.0%

All standard terms and conditions apply.
See Bravo Technology Center web site for details:

http://bravotech.us

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Partnership Levels

Membership Application

Level	Annual Retainer	Priority Calls	Hours Included	Overage Rate	Weekly Hours			Training Voucher	Exhibit Hours	Hosting Discounts
					Avg	Max	Min			
1	$ 58,000	105	1,050	$ 54	21.0	30.0	10.5	$ 2,500	32	50%
2	$ 37,500	60	600	$ 61	12.0	18.0	6.0	$ 1,000	16	50%
3	$ 20,000	50	300	$ 65	6.0	9.0	3.0	$ 500	8	50%
4	$ 10,000	40	150	$ 63	3.0	6.0	1.5	$ 250	8	50%
5	$ 5,000	30	70	$ 64	1.4	3.0	1.0	$ 250	8	40%
6	$ 2,500	20	36	$ 63	0.7	3.0	0.5	$ 250	4	40%
7	$ 1,000	10	14	$ 63	0.3	3.0	0.2	$ 150	2	40%
8	$ 500	5	6	$ 63	0.1	3.0	-	$ 100	2	30%
9	$ 250	3	3	$ 63	0.1	3.0	-	$ 50	1	30%

Level 1~4: **Partner** Level 5~7: **Associate** Level 8~9: **Affiliate** Collectively known as **Members**
Retainer fees payable monthly in advance, with $250 minimum, which translates to annually for level 9 and quarterly for level 7

Benefits of Formal Partnership

All Partners, Associates and Affiliates:

- Priority Availability
- Legal access to Non-Disclosure Agreement (NDA) documents which Bravo has access to*
- Membership to trade organizations through Bravo*
- Gain access to product authorization*
- Rights to claim and display partnership, association and affiliation
- Stay informed of industry developments and trends
- Access to Bravo documents on standards and protocols
- Access to research department
- Invitation to members-only training
- Training Voucher allowance
- Discounted rates for services
- Free Hosting Plan with unlimited POP3 for members' internal use, and discounts for reselling

Partners and Associates only:

- Free access to all Bravo TechBrief notes
- Join visit to your clients as partner or associate
- Quarterly Conference & Briefing
- Discounted rental of Bravo TechLAB
- Bench fee waiver

Partners only

- Access to outside tech support plans through Bravo**
- Access to Bravo Project Toolkits & extensive Bravo TechLIB repository
- Access to Bravo internal training curriculums
- Access to Bravo industry contacts
- Access to pre-packaged, scripted simulations in Bravo TechLAB
- Custom Brochures, Forms & In-house Document Templates
- Logistics Support consulting
- Free Security Assessment of Partner sites and networks

* Certain limitations apply, as required by law
** Hours/Incidents and scope depending on level of membership

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