

NATIONAL ACCOUNTS STRATEGIC ALLIANCE PARTNER CONTRIBUTIONS

Customer Research	\$ 40,000
• Targeted segmentation	
• Focus meetings	
• Face to face meetings with selected customers	
Legal	\$ 75,000
• Incorporation structure	
• Governance	
• Member/owner agreements	
• Participant agreements	
Facilitation	\$110,000
• Meeting preparation/facilitation	
• Travel	
Miscellaneous	\$ 15,000
• Consulting for organization /positions/salaries/benefits	
• Product and service determination	
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• TOTAL	\$ 240,000