

# PARTNER'S HANDBOOK



Bizkey Solutions

## COMPANY OVERVIEW

Bizkey Solutions was founded by Khurram Salahuddin in year 2009. Khurram started his career in the field of I.T back in 1995 and served some local enterprises. He was helping companies automate their business operations when the idea about starting his own venture popped up in his mind. He left his day job and laid the foundation of Bizkey Solutions.

Bizkey Solutions is a Digital Media, Software Services & Team Augmentation firm offering a wide-range of services from logo designing to building high-performing software platforms for offshore and onshore businesses.

# BUSINESS MODEL

## Partners

Partners bring opportunities and bring business to Bizkey Solutions. Bizkey Solutions also markets itself and has direct opportunities.



Sales Support  
Project Management  
Architecture  
Experience Design  
Quality Assurance

## Consultants

We have access to thousands of talented resources across the globe mainly Lahore and Karachi who help us deliver our projects.

## Clients

Startups and Enterprises who are in need of Digital, Software or Team Augmentation.

## BUSINESS MODEL - Partners

- Our Business Partners Development Program helps us getting into more and more partnerships. Our partners, on behalf of us, look for opportunities in the business market and engage us as a development center.
- It's an exchange of expertise, experience and interests. We don't want to sell and they don't want to build. They are good at selling and we are good at building things.
- Our partners go out with confidence and sell our services as we promise them to never let them down on their promises with their direct clients.
- Our partners earn from 10% to 30% of the revenue from a project.

## BUSINESS MODEL - Consultants

- Bizkey Solutions is a small organization and intends to remain small.
- Bizkey Solutions keeps only Sales Support, Project Management, Discovery, Experience Design, Architecture Design and Quality Assurance in-house and ***brings on-board rest of the resources mainly engineers from the best possible market when required.***
- This model allows us to maintain our cash-flow efficiently and allows us to tap into any technology, domain or industry anytime.
- We have access to thousands of resources all over the world. We mainly work with Karachi, Lahore, Ukraine, Argentina, Mexico and Vietnam based engineers.
- This model gives us a versatility and confidence in an age of diverse technology stack.

# SERVICES

## Digital

Taking care of a brand's complete internet presence

- Domain & Hosting
- Website Design
- Content Writing
- Content Uploading
- Social Media Management
- Support & Maintenance

## Software

Helping startups move fast while saving money

- Discovery & Product Backlog
- Experience Design & Backlog Grooming
- Prototype Development
- MVP Development
- DevOps
- Testing & Deployment

## Remote Team

Arranging remote resources to augment with offshore teams

- Shortlisting Candidates
- Internal Interviews
- External Interviews
- Onboarding
- Training
- Infrastructure Support
- Technical & Managerial Support

# SERVICES - Digital

1

## Web

We don't just build websites but we take care of your business' end to end presence over web.

2

## Social Media

From channels activation to audience engagement, we handle a brand's social media presence with a full-fledged creative strategy.

3

## Ecommerce

Whether you have one product or a thousands of products we make sure your online shop add more to your revenue stream without you worrying about managing it on daily basis.

# SERVICES - Software - USP

## Setup Smartly



We follow Lean Startup philosophy to its core. We understand that startups have to utilize their funds smartly so we do what's need of the hour, instead of engaging unnecessary people on the project.

## Pay Weekly



We follow Pay As You Go model so our clients don't get into a bigger and fatter financial contract. We only bill for the efforts our resources put in an engagement and we do it very transparently.

## Build Iteratively



We don't boil the ocean. The biggest reason for software failure is to freeze the scope and build it. We believe in Agile and follow it religiously.



# SERVICES - Software - Process

## 1. DISCOVER

We spend one to two weeks to discover all your requirements and then build an initial product backlog.

During this phase we connect with the stakeholders multiple times.

## 2. IDEATE

Once we have initial product backlog, we start with low-fidelity wireframes.

We take approval on all low-fidelity wireframes before moving to high-fidelity designs.

In parallel, the product backlog further matures.

## 3. BUILD

Once we are done with wireframes and we have a groomed backlog, we divide the work into 3 iterations.

Each iteration spans over 4 weeks. Our target is build an MVP in 3 iterations maximum.

## 4. FIX

An extra iteration of 2 to 4 weeks is required to polish the M.V.P before we deploy it into production.

We fix functional issues, take security measures, enhance the performance of the platform during this phase.

## 5. SCALE

If client agrees to continue with our services, we offer them a dedicated team to scale the platform iteratively.

SCALE can have unlimited number of iterations.

# SERVICES - Software - Financials - An example

## 1. DISCOVER

2 People  
2 Weeks  
\$160 per  
Person/Week

$2 \times 2 \times \$160$   
**= \$640**

## 2. IDEATE

2 People  
4 Weeks  
\$240 per  
Person/Week

$2 \times 4 \times \$240$   
**= \$1,920**

## 3. BUILD

4 People  
3 Iterations  
4 Weeks per Iteration  
\$300 per  
Person/Week

$4 \times 3 \times 4 \times \$300$   
**= \$14,400**

## 4. FIX

FREE

## 5. SCALE

Check Remote Teams

# SERVICES - Remote Team - USP

## Global Talent Market



Instead of relying to your local market, we offer you access to talent from multiple markets such as Argentina, Mexico, Ukraine, Malaysia, Vietnam and Pakistan.

## Cut-Down Operations



The team sits remotely and you don't have to have a bigger office with an expensive internet and huge electricity expense.

## Zero HR Policies



As we take the full responsibility of these resources, you don't have to worry about hiring and retention. We invest in these people at our level and work on their skills to offer you the best in the market experience.

# SERVICES - Remote Team - Process

## 1. DISCOVER

We understand our client's needs for a team from all aspects and compose a team structure for the entire roadmap.

This team structure is approved by our clients before we hunt for the talent.

## 2. HIRE

We understand the complexities of different markets and cultures. Our hiring framework allows us to identify the best talent, interview as per the need and bring it onboard.

## 3. SUPPORT

We provide our people all the necessary support from project management to technical mentoring.

Our clients don't just get individuals. We provide them a much wider support than the immediate team.

## 4. IMPROVE

No team or individual is perfect. We all improve over time. Our feedback process helps us identify the weaknesses and fix them on priority.

We may replace people with better ones and scrutinize them for their actions.

## 5. MAINTAIN

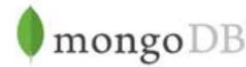
Our Remote Team Framework is well-tested against regular challenges.

We provide complete transparency so you know exactly why are you paying what you are paying.

# SERVICES - Remote Team - Financials - Rate Card 2019

<b>Resource Type</b>	<b>Fee per Month Mid Level</b>	<b>Fee per Month Senior Level</b>
UX Designer	\$1,500/-	\$1,800/-
UI Designer	\$1,200/-	\$1,500/-
Backend Engineer	\$2,000/-	\$2,600/-
Front-End Engineer (Web)	\$1,800/-	\$2,400/-
Front-End Engineer (Mobile)	\$1,800/-	\$2,400/-
Testing Engineer (Manual)	\$8,000/-	\$12,000/-
Testing Engineer (Automation)	\$1,200/-	\$1,500/-

# Tools & Technologies



# Partner Program Terms & Conditions

## Silent Partners

- Lead forwarding only
- 10% Commission
- \$2,000 Cap
- Payment after we receive Payments

## Strategic Partners

- Frontline customer servicing
- 30% Commission
- No cap - Continuous Earning
- Payment after we receive Payments

# Contact Us

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