



VIRTUAL DELIVERY P L A T F O R M

About the Opportunity

Bridge-Soft is qualifying partners to implement and resell its groundbreaking Virtual Delivery Platform (VDP), which presents analytical laboratories with the opportunity to offer their clients unprecedented value added services while at the same time increasing their profitability by tapping into new revenue streams. Analytical laboratories' clients who subscribe to the VDP will realize tremendous time savings, gain access to powerful online data management tools, and enjoy the benefits of a comprehensive, secured, remotely hosted data warehouse.



The revenues for the delivery of these virtual services are collected through a simple, across the board surcharge for laboratory services. The VDP automatically adds the surcharge to each test, making administration of the program extremely simple. Solution Providers earn up to a 50% commission on VDP charges.

Increase profits by up to 15%

Clients subscribing to the "VDP Basic" service level pay a 15% testing surcharge, earning the Solution Provider a commission of up to 7.5% by offering the following online services:

- Management dashboard for quick and easy account access
- Request test kits online
- Upload sampling schedules in advance
- Search/view status of tests in job queue
- Receive automated email notification of parameter violations
- Search, view, and download certificate reports
- Basic (predefined) data views for analysis and/or downloading

Clients subscribing to the "VDP Advanced" service level pay a 30% testing surcharge, earning the Solution Provider a commission of up to 15% by offering all "Basic" features plus the following online services:

- Advanced configuration of sample points (e.g. GIS coordinates, custom properties)
- Customized parameter limits (critical, warning)
- Online Incident Notification And Management
- Advanced ad-hoc reporting and analysis

Expand client base

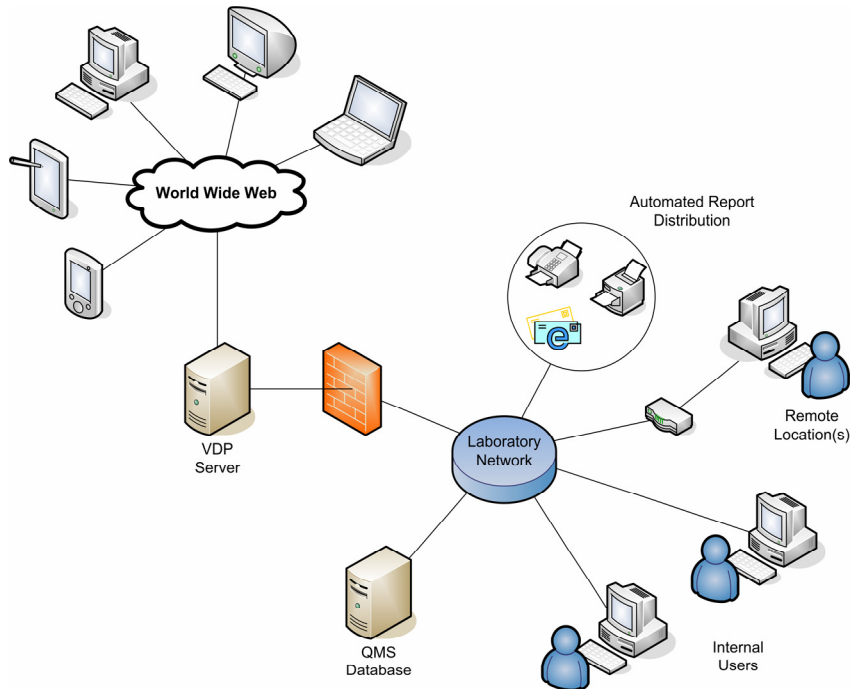
The competitive advantage generated by the VDP results in an expanded client base.

About the Product

Bridge-Soft's Virtual Delivery Platform (VDP) is a web portal that exposes many of the powerful features of its Quality Management System (QMS) product to users outside of an analytical laboratory that runs VDP (Provider). This platform provides much more than the ability to browse information in the database – it delivers value added capabilities for a simple, monthly subscription fee, making it very attractive to a wide range of clients from very small water utilities to large environmental consulting firms.

The solution begins with the implementation of QMS for managing laboratory data and operations. In addition to providing complete LIMS functionality, QMS also delivers many integrated features specifically designed for environmental testing that cannot be found in any other commercial software product.

The VDP server is isolated from the laboratory network by a firewall, which provides limited control to the QMS database. Clients access the VDP and all of its features from the World Wide Web using a standard browser program.



Solution Provider Network

The Solution Provider program is a cooperative marketing relationship with Bridge-Soft and is available to all qualifying VDP providers who wish to participate in the network. The annual membership fee entitles participants to the following benefits:

- **Directory Listing** – Each member is included in all Bridge-Soft Solution Provider Network lists.
- **Cooperative Marketing** – When Bridge-Soft executes locally or regionally targeted marketing campaigns, members will have the option of including their marketing message and/or collateral as appropriate. These include trade show attendance, e-newsletter publications, and direct mail campaigns.
- **Additional Revenue** - Members of the Solution Provider Network earn higher commission rates and may earn additional revenues from training, consulting, and supporting activities as Certified Bridge-Soft Support agents.

Contact the Bridge-Soft sales team for more information on the qualification requirements and latest pricing.

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