

#### Webinar Series 4:

## How Project Management System Works?

#### **Acknowledgement of Country**

ExpertGate acknowledges the traditional custodians of the land on which we meet today and pay my respects to Elders past, present and emerging. We pay respect to the peoples of the Darug, Tharawal, Eora and Wiradjuri nations who are the Traditional Custodians of this Land.



#### What We Will Cover Today?

**Creation of Project** 

Understand how clients set up research and general projects on ExpertGate.

Learn how to handle offers, negotiate terms, complete project tasks, and track milestones.

Managing and Negotiating Project

Project Invitations

Learn how experts receive client invitations or apply directly to projects of interest.

Learn how refund requests are handled, feedback is given and payments are received upon project completion.

Project Refunds and Payments



#### What are Projects?

**Projects** on ExpertGate are collaborative opportunities where experts and clients work together in various fields such as Agriculture, Healthcare, Education, and more. These projects can be research-focused or general in nature.

Clients can either invite experts to submit expressions of interest (EOIs) or allow experts to find and apply for them. Once selected, experts negotiate terms, complete the project, and receive payment.



#### Why Do Experts Engage with Projects on ExpertGate?

**Expand Your Network:** Engage with clients globally, expanding your professional reach and network.

**Streamlined Workflow:** Enjoy easy project management from proposal submission to payment processing.

**Control Over Projects:** Choose from a variety of projects, research or general, that match your expertise.

Flexible Engagements: Set your own terms and negotiate for optimal conditions.

**Automated Payments:** Effortless, secure payments are processed automatically once the project is complete.

**Social Impact:** Contribution to educational initiatives, with 50% of profits reinvested into empowering underprivileged communities.

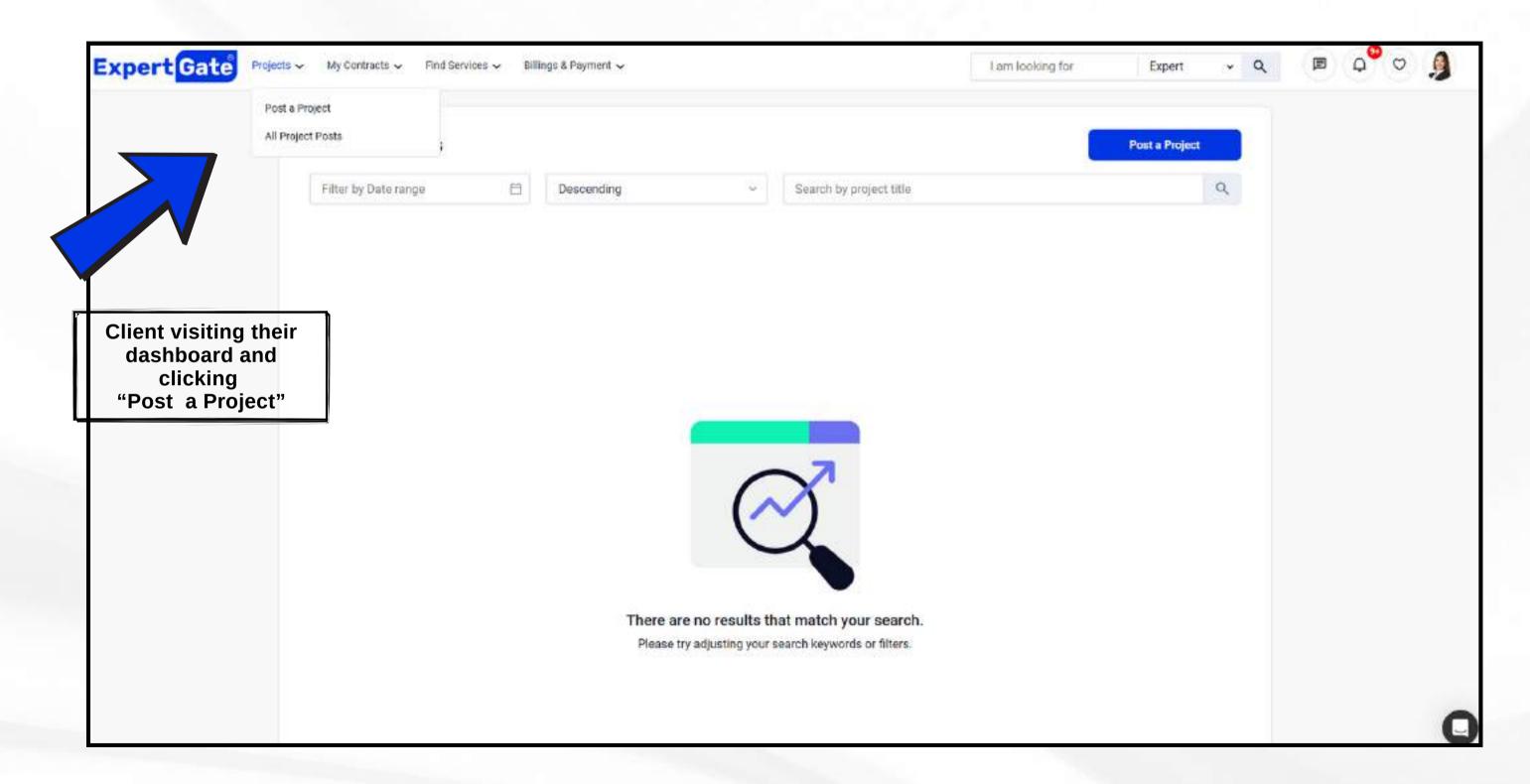




## How are projects created on ExpertGate?



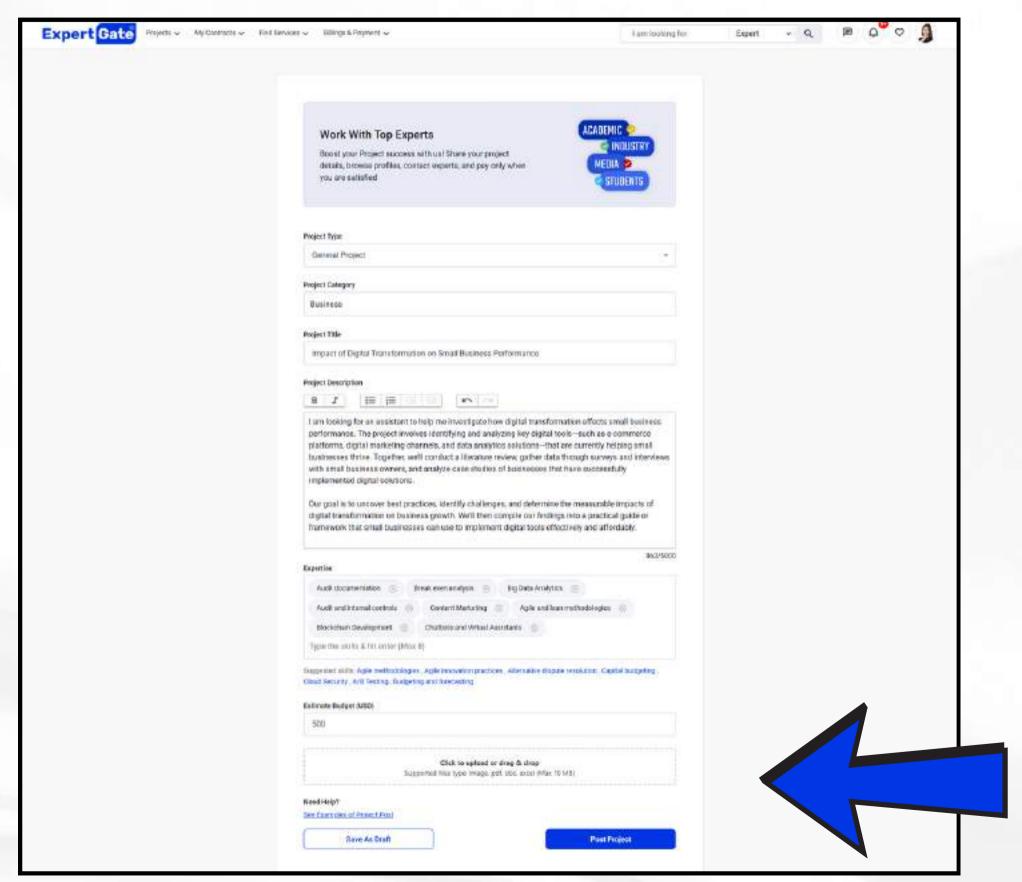
#### Client posting a project







#### Client Entering Project Details

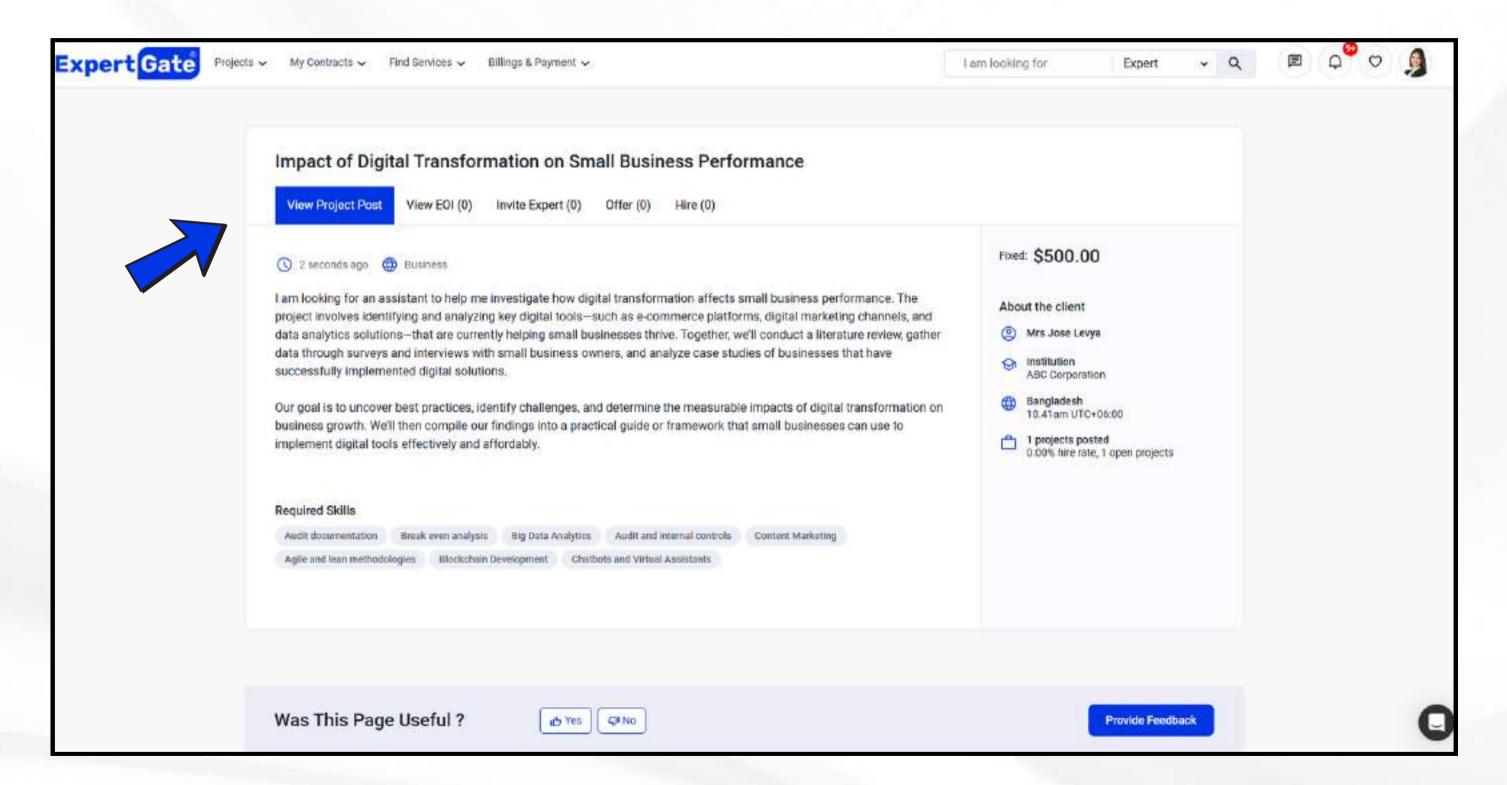




Enter project details and post the project



#### Project is live on ExpertGate



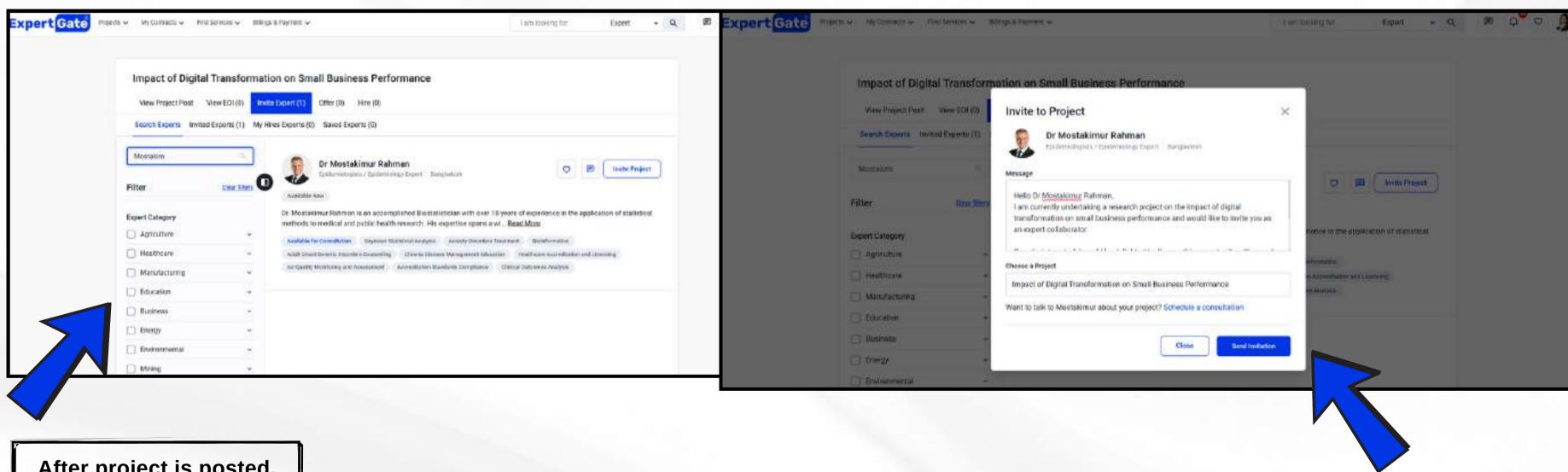




## How Experts are invited to collaborate on projects?



#### o4 Invite Expert to submit EOI



After project is posted, Clients can invite experts of their choice by searching.

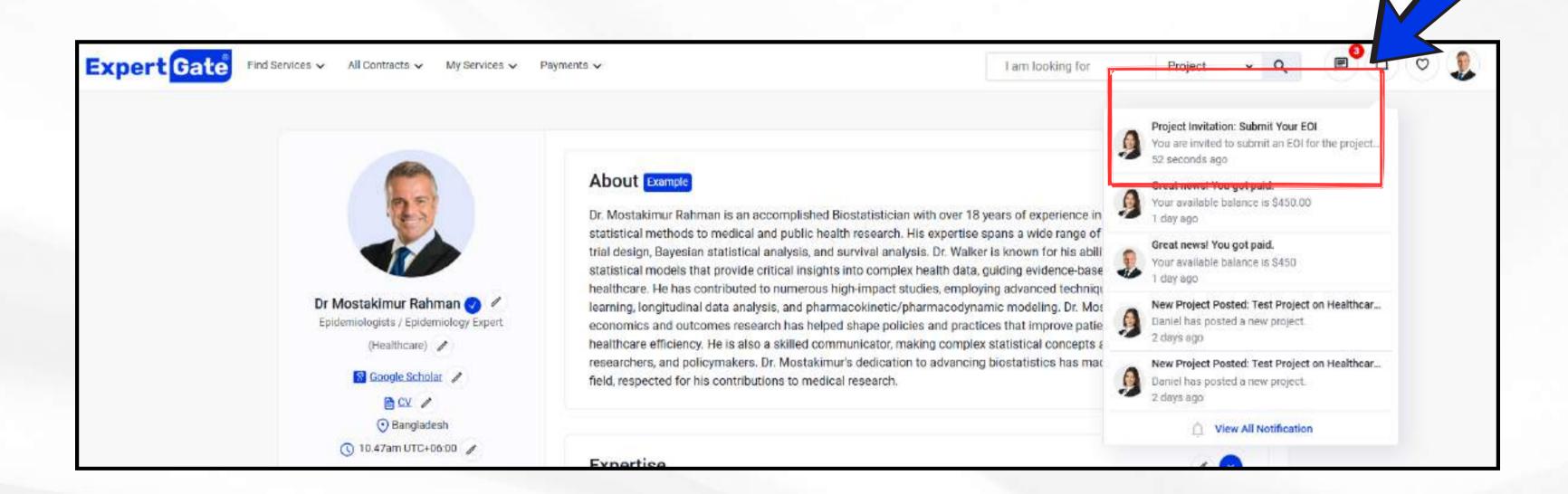


**Client inviting the expert** by sending them a message about project collaboration proposal



#### Invitation sent to Expert

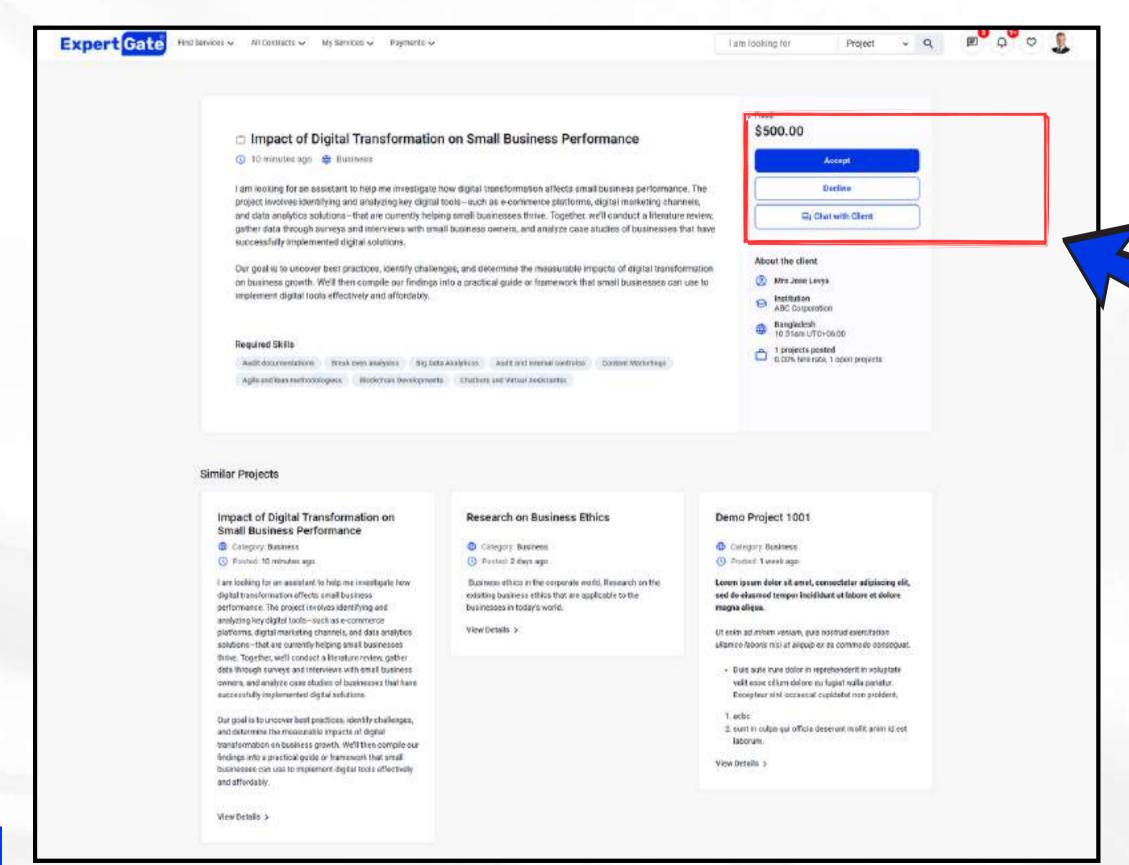
**Expert received** project invite







#### Expert received project invite

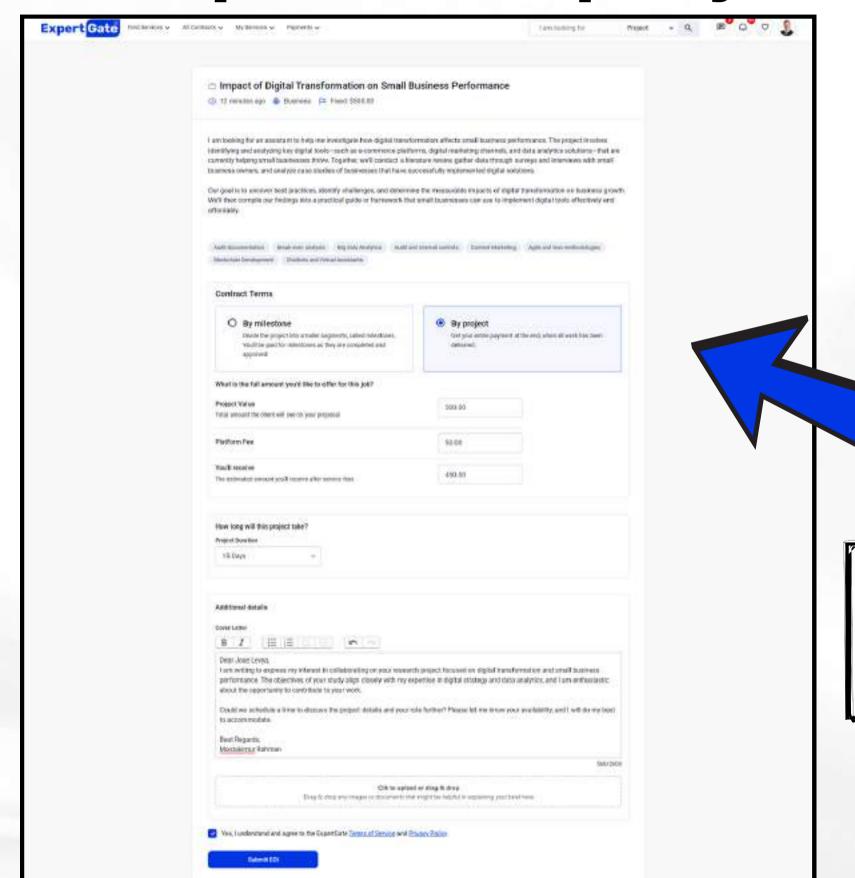


Expert can either accept or reject the offer, or negotiate terms before accepting the offer





#### Expert accepted the project invite



Expert after accepting the offer should set up contract terms

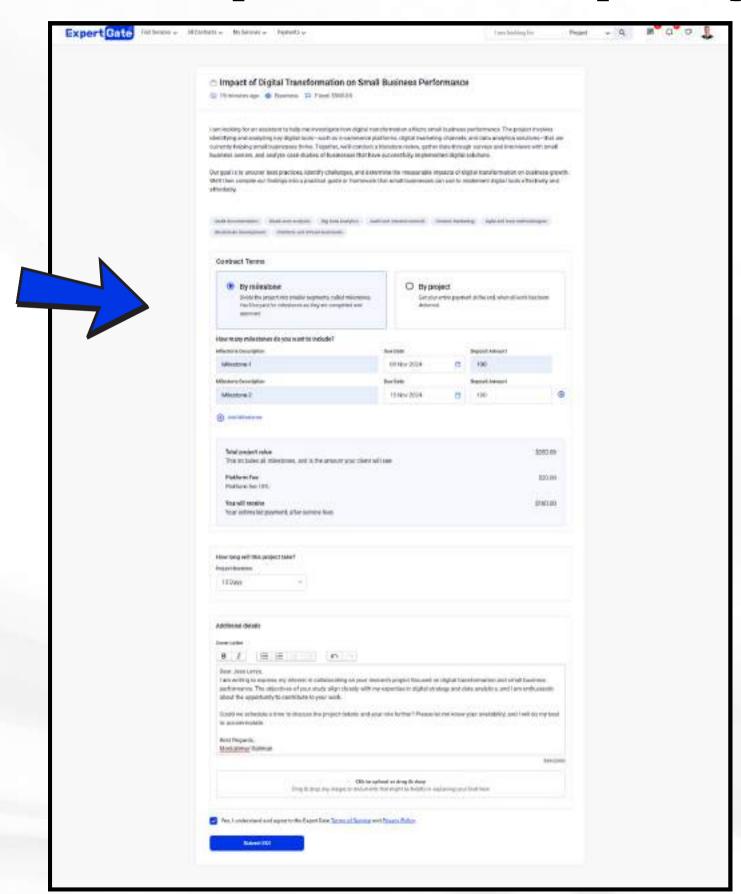
Either choose a one time project fee or divide into multiple milestones, depending on the agreement with the client.





#### Expert accepted the project invite

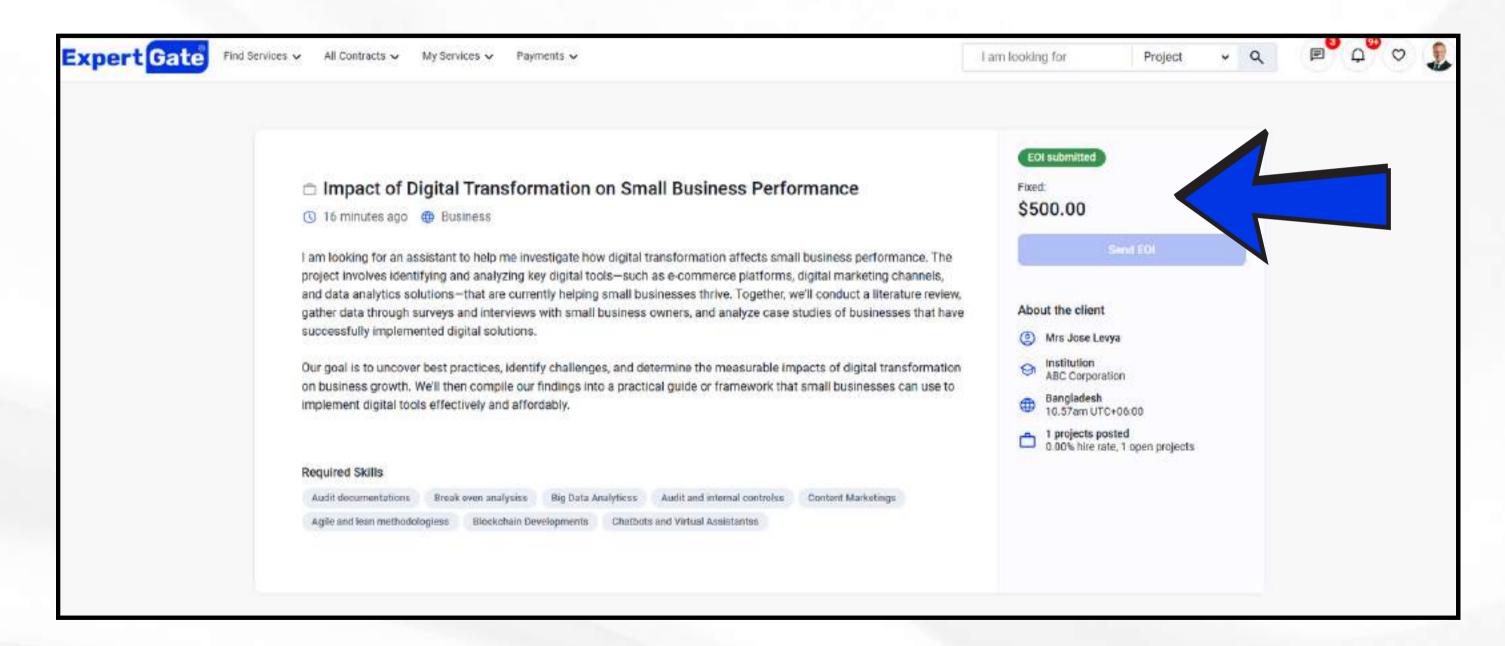
Propose multiple milestones for a fixed project fee







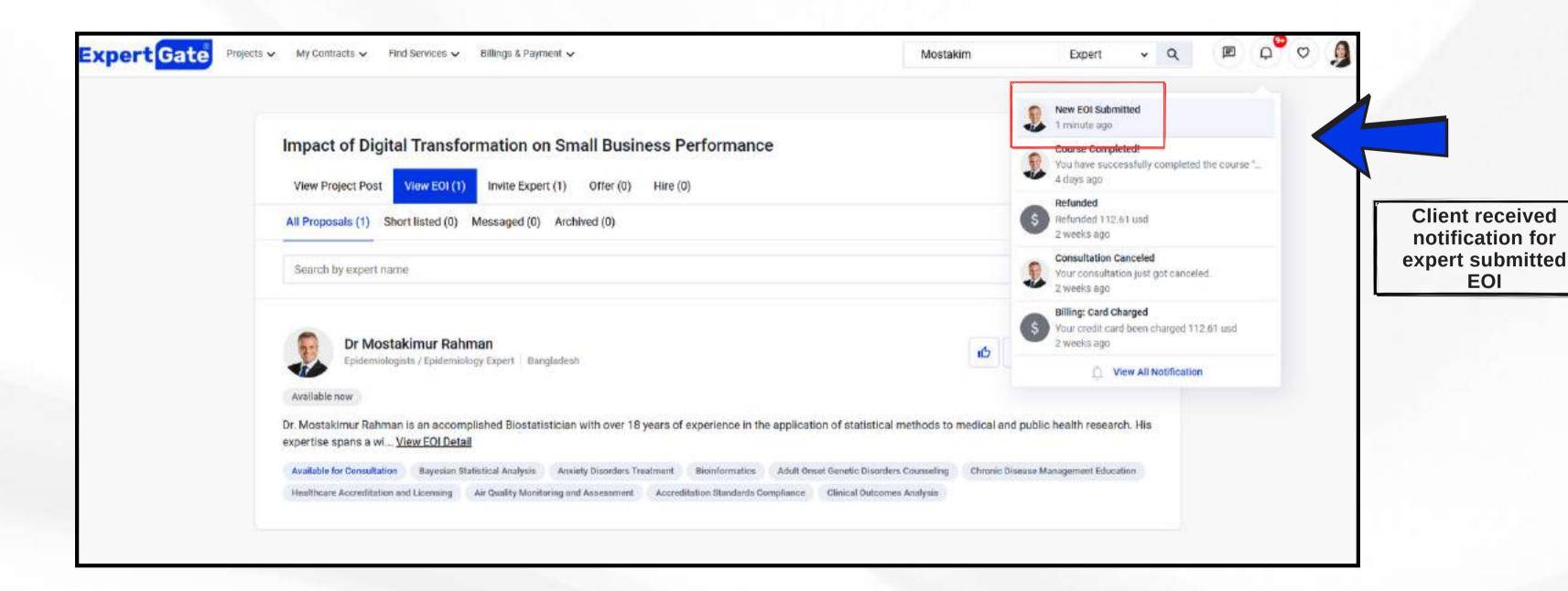
### Expert submitted an Expression of Interest (EOI)







#### Client received Expert's EOI



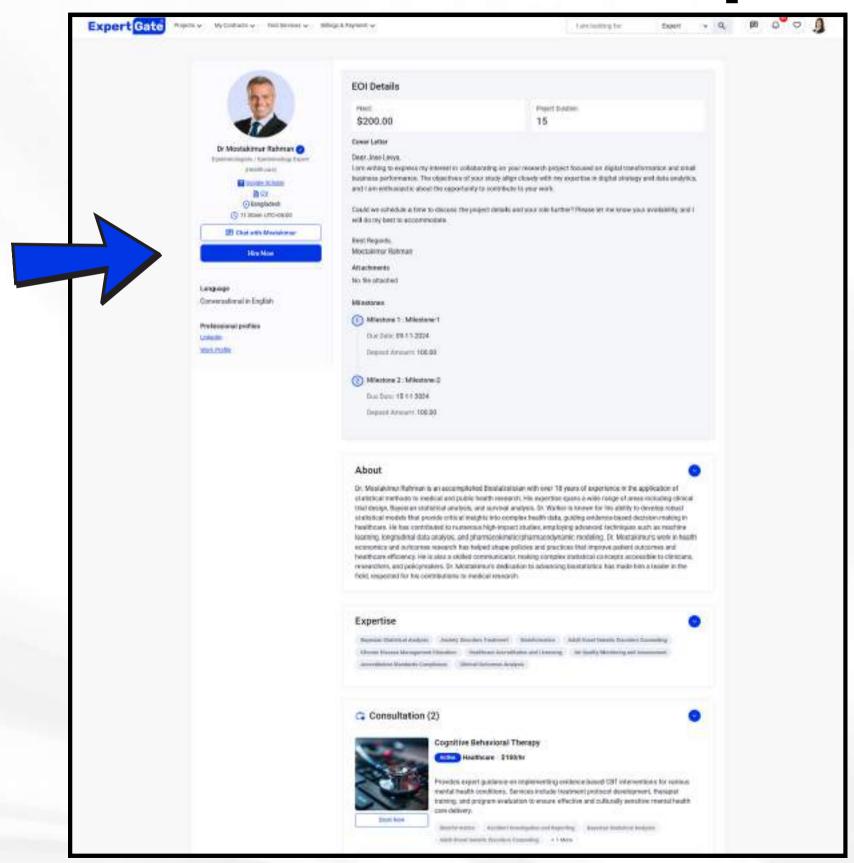
**EOI** 





#### Client hires the expert

Client views the submitted EOI and then can hire the expert



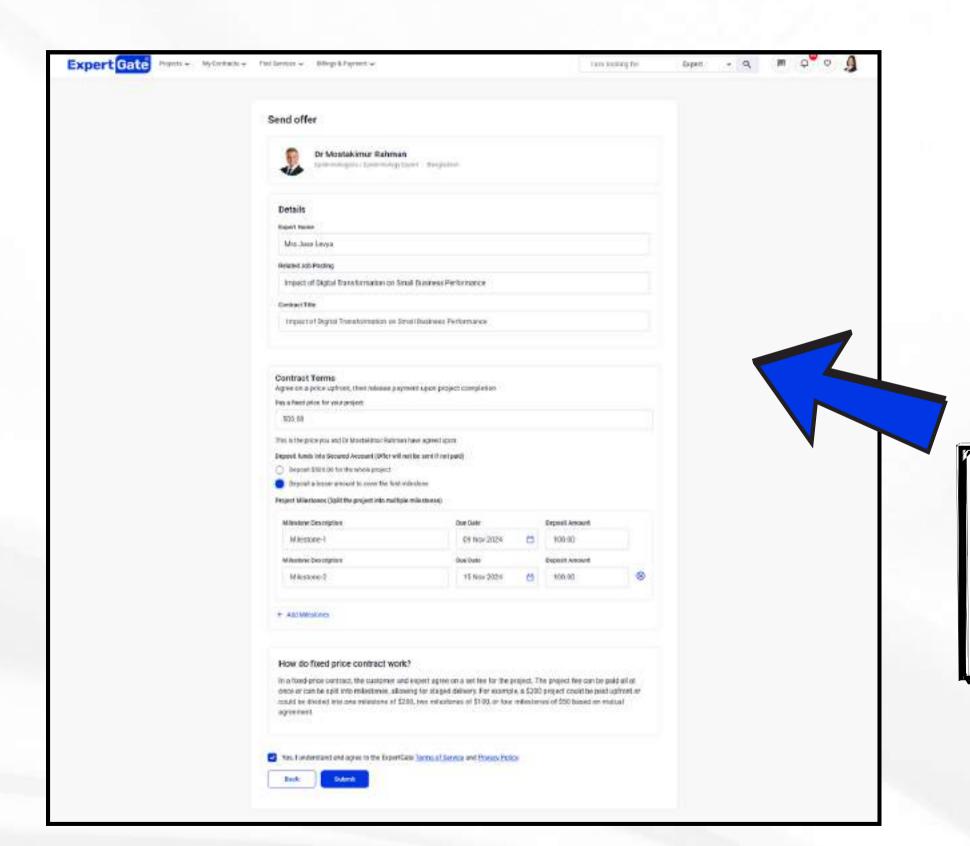




## How to manage and negotiate the projects?



#### Client sends the offer to the expert

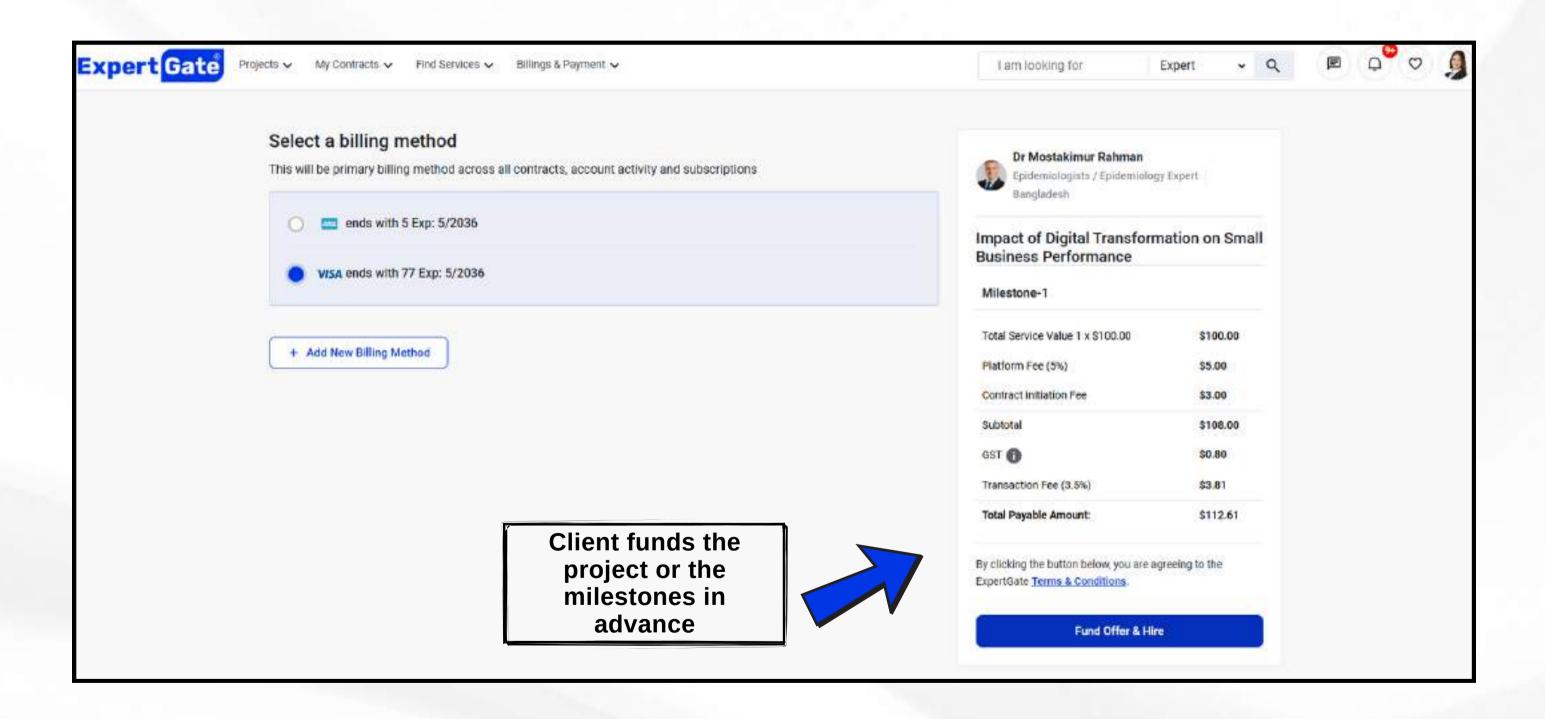


Client hires the expert and set up agreed contract terms (one time or milestone based project)





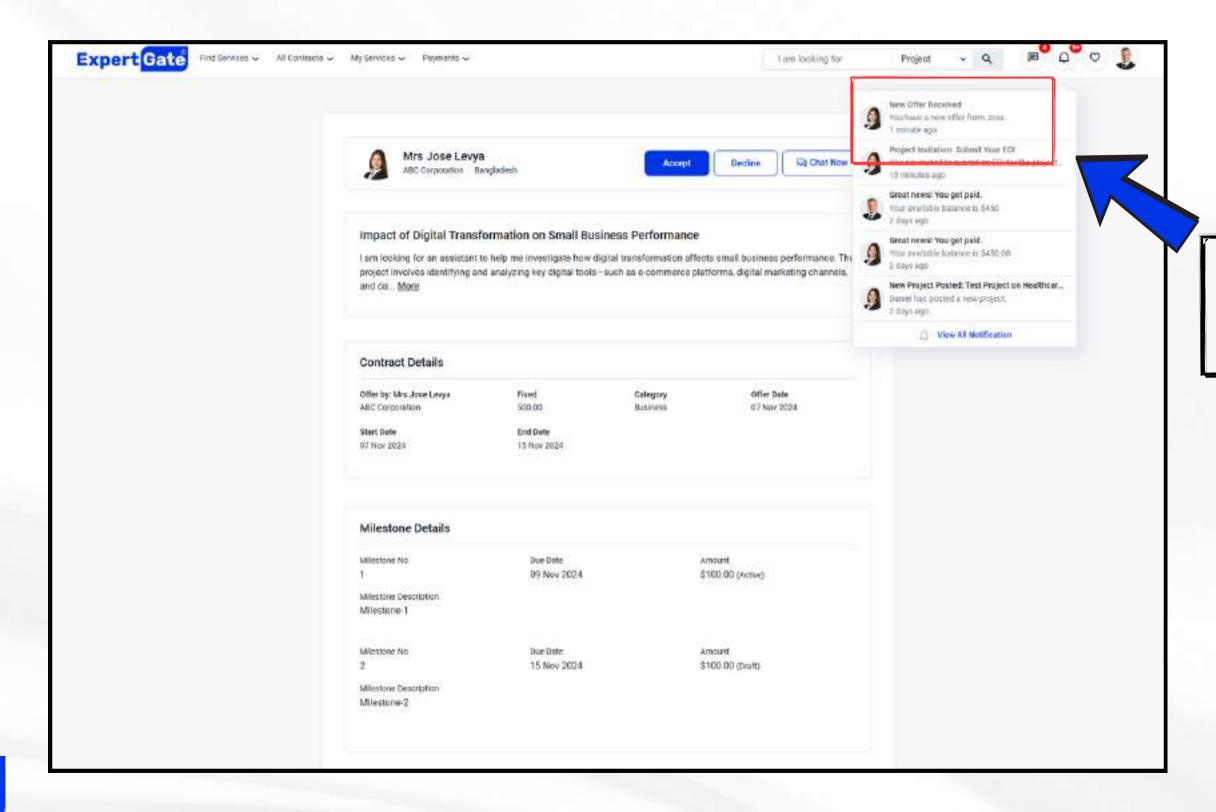
#### Client funds the project and hire the expert







#### Expert receives the offer

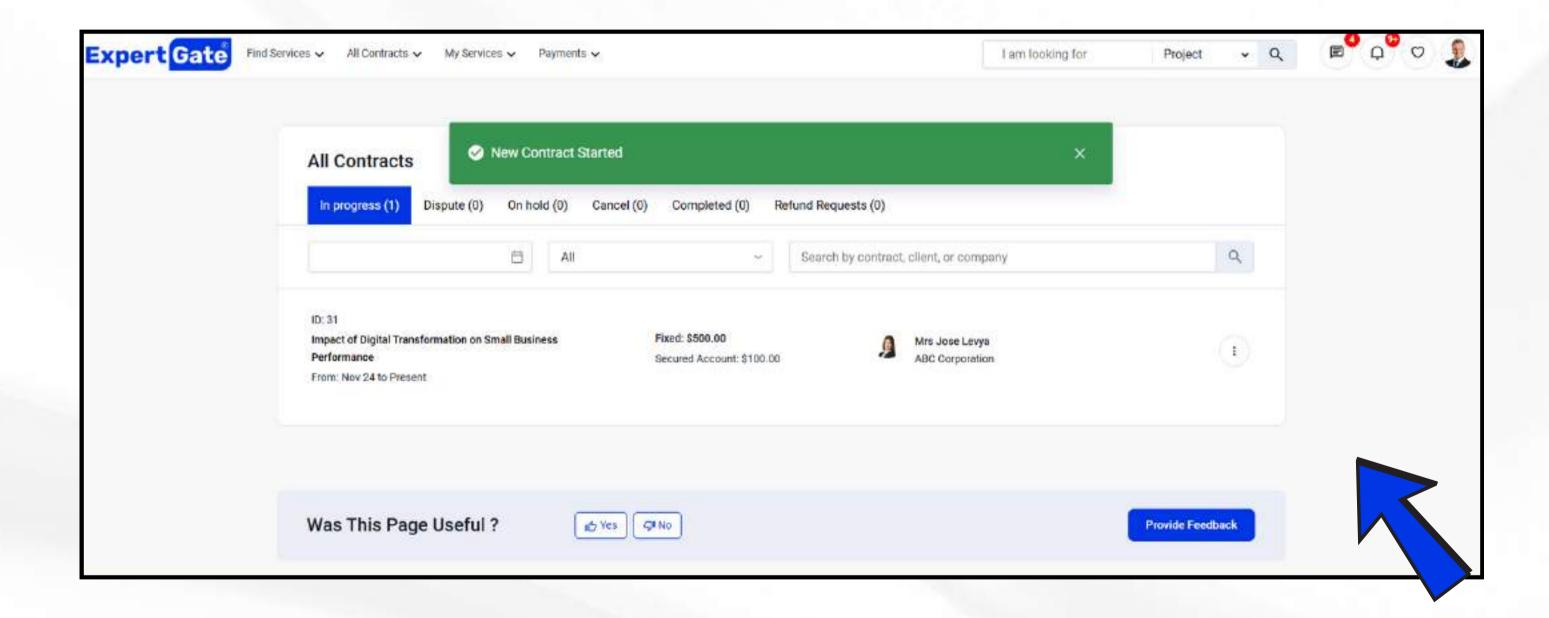


Expert receives the notification after client hires the experts and fund the project





#### Expert accepts the offer

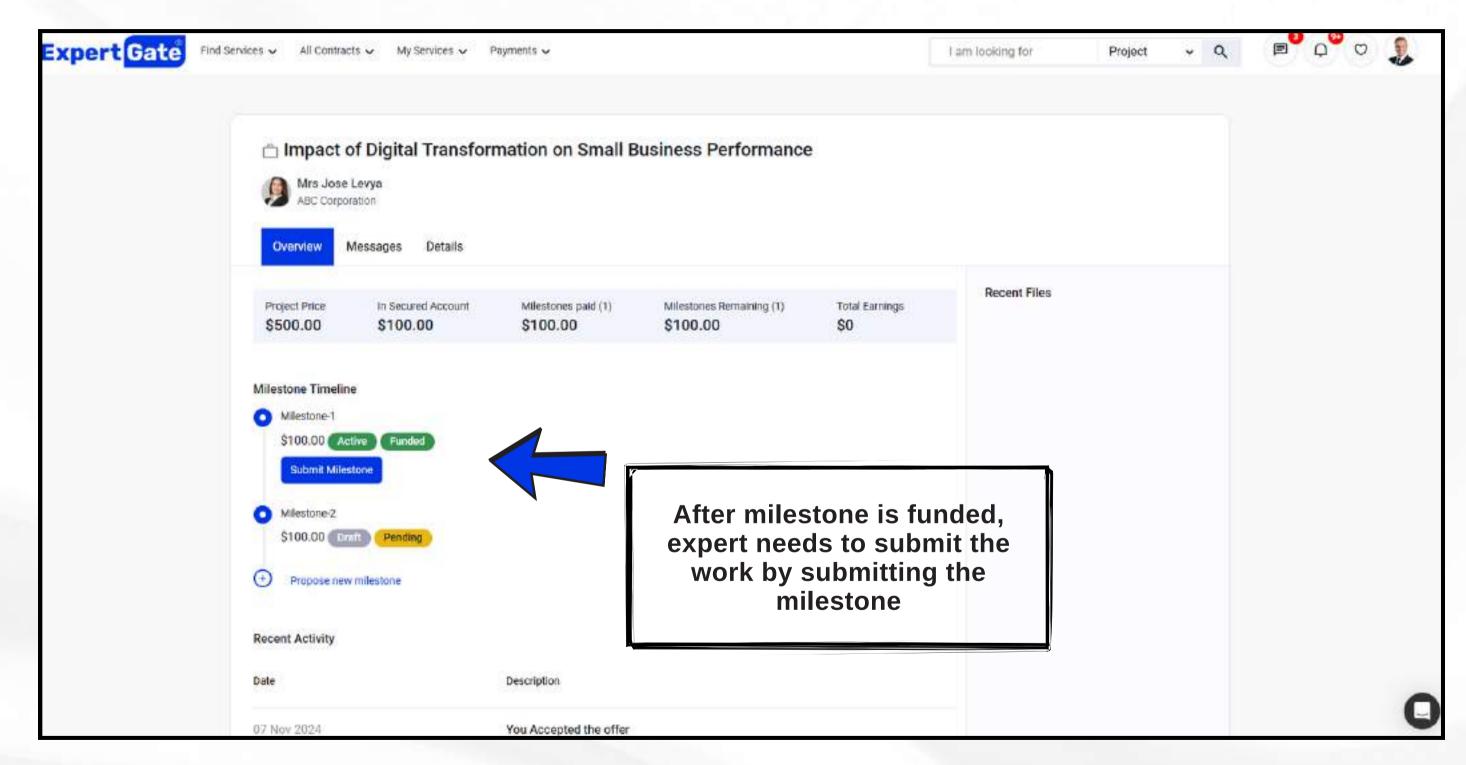


Expert accepts the offer and the contract is then initiated.





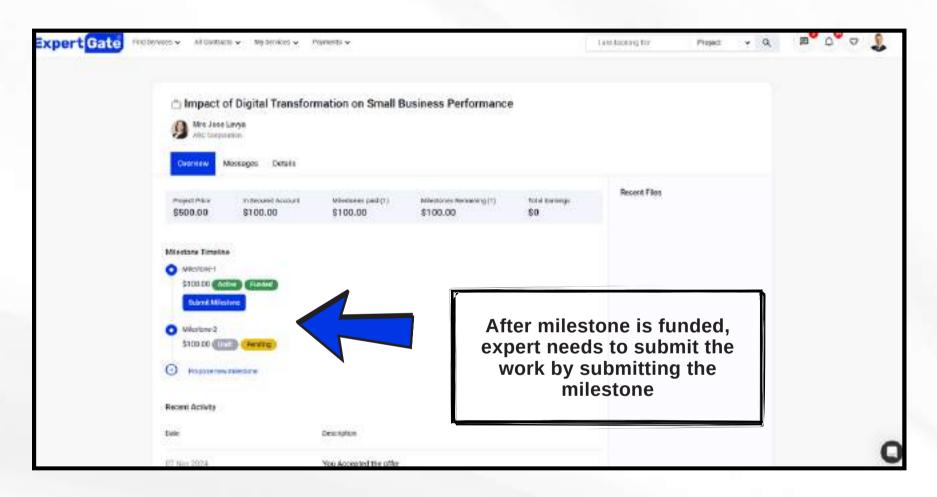
#### **Expert to submit project deliverable**

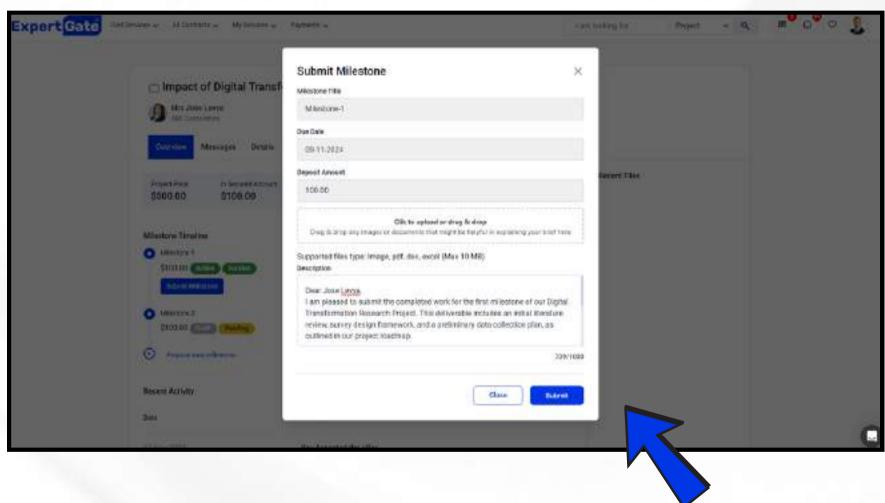






### Expert to submit milestone on project work completion



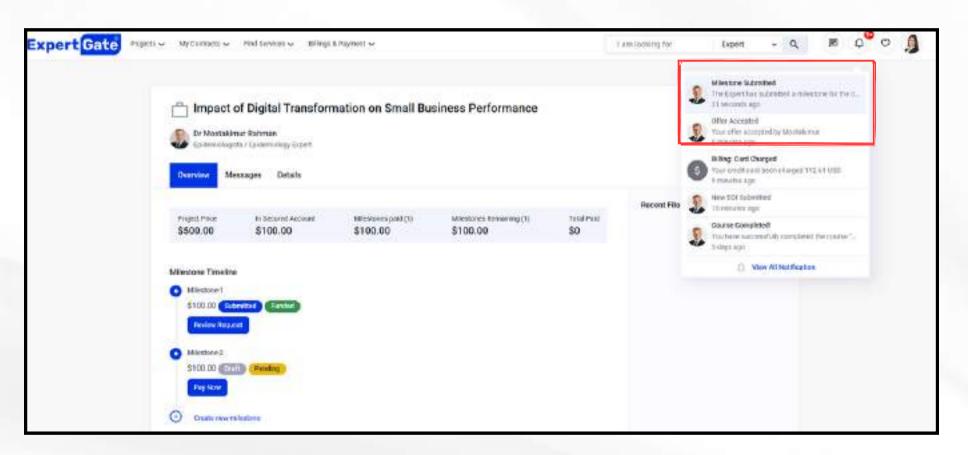


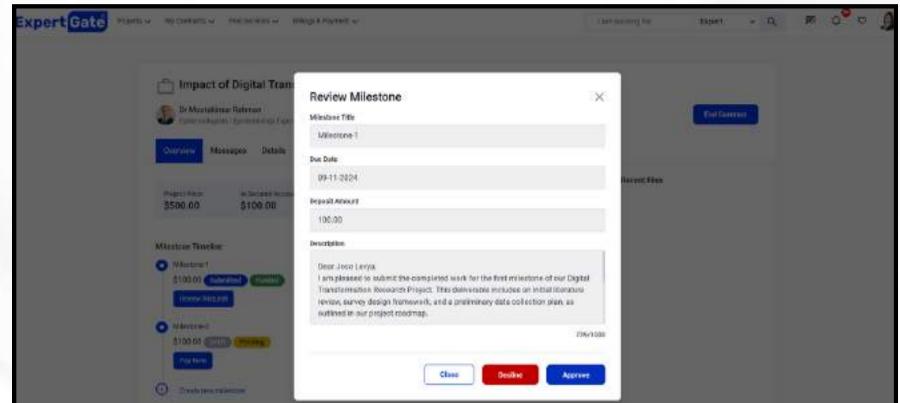
Expert can submit the milestone by attaching the files and submitting the message





### Client will be notified on milestone submission by the expert





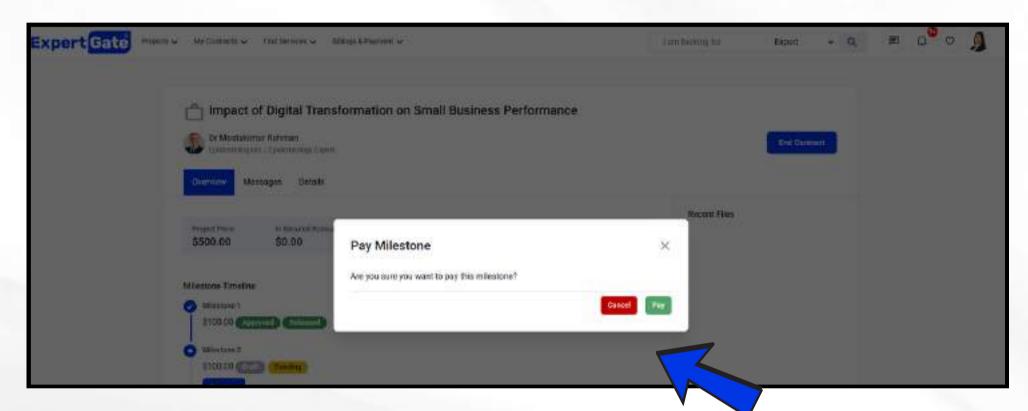
Client will review the work submitted and will then approve the milestone

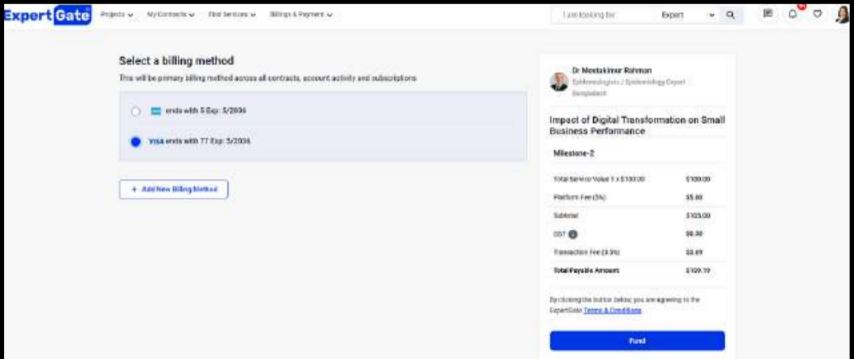






#### Client will fund next milestone



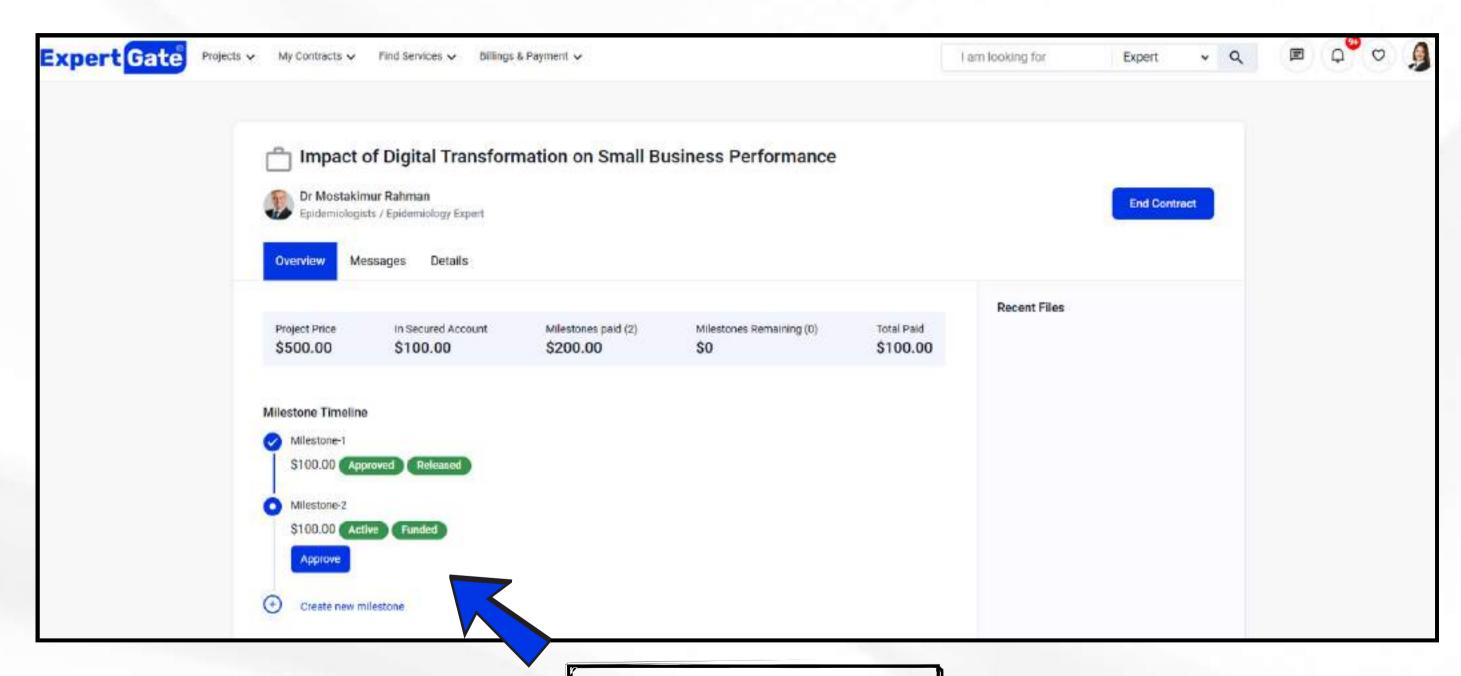


After first milestone is approves, client will fund second milestone





#### Second milestone funded



Client funded the second milestone successfully

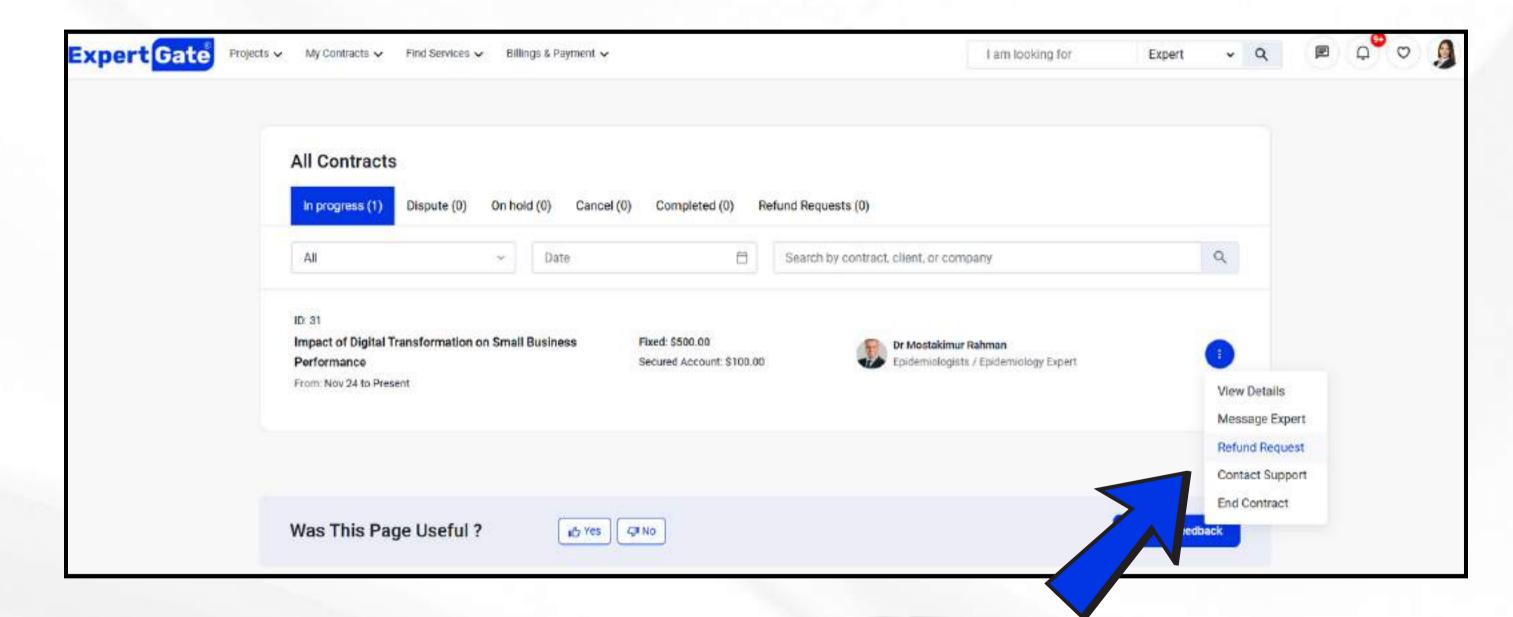




## How refund requests are handled?



#### Client initiating refund request

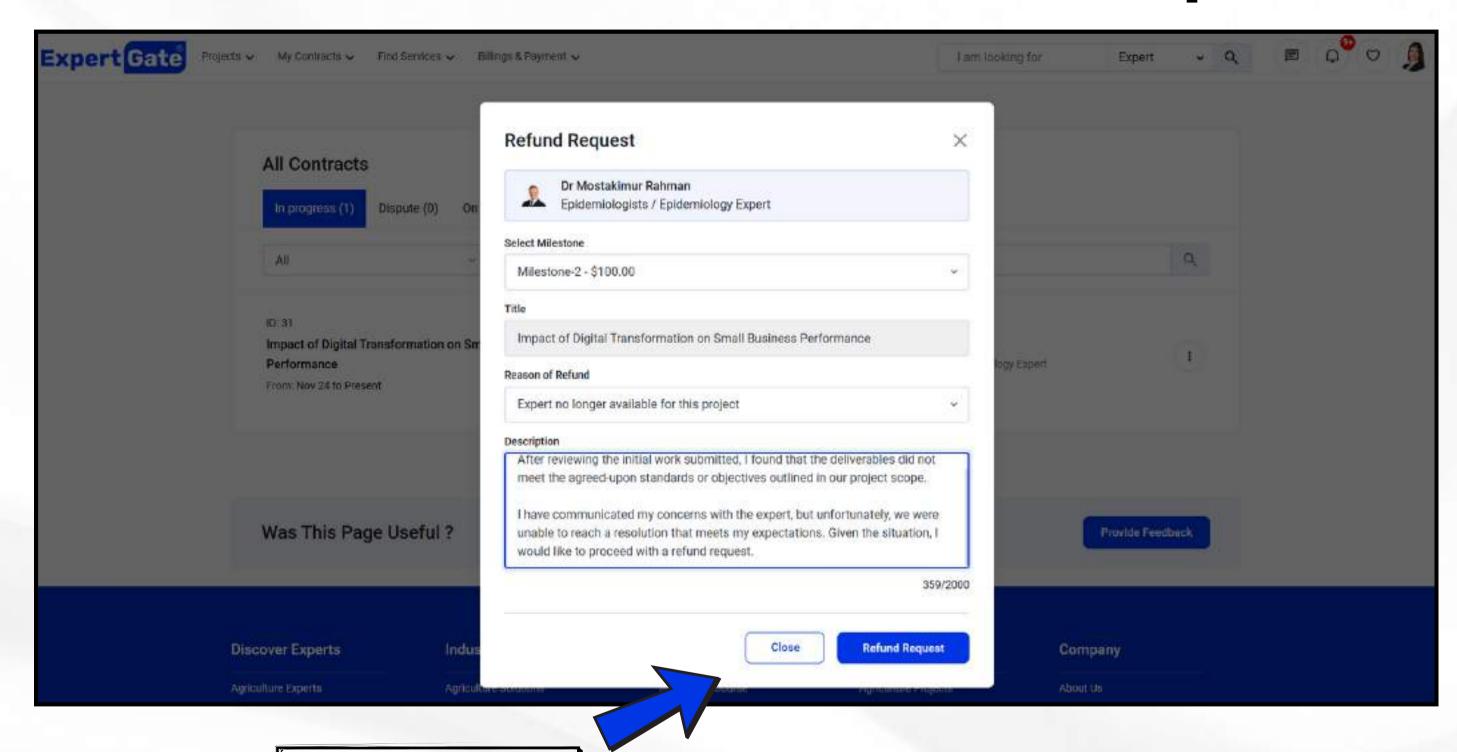


After funding the project or the milestone, client can request the refund





#### Provide reason of refund request

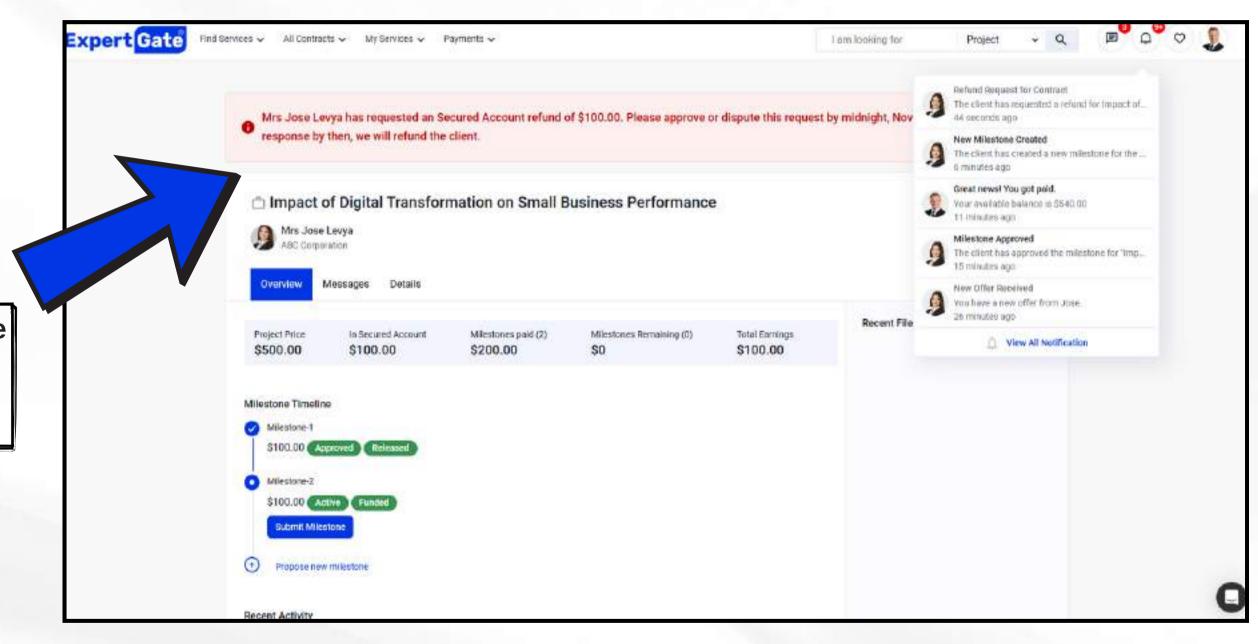




Client will provide the reason for refund request



#### Expert receives refund request

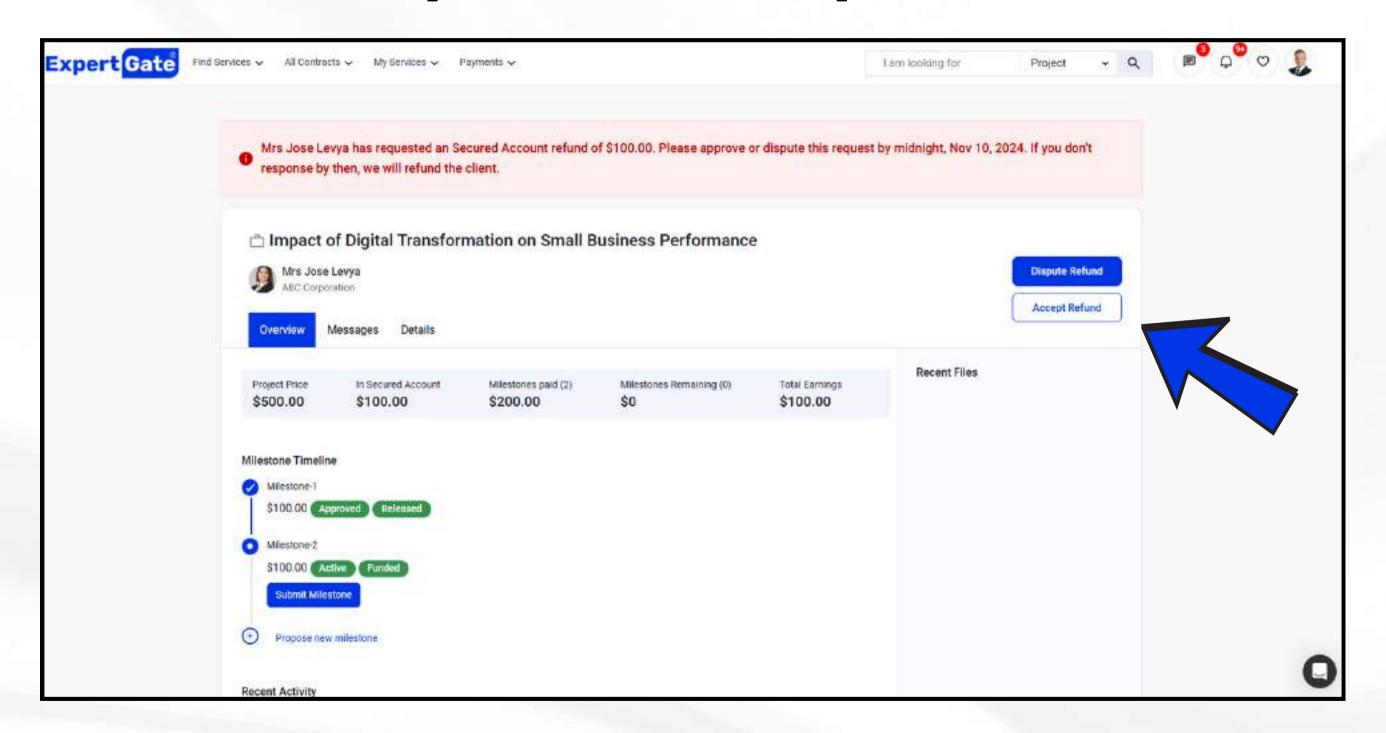


Expert is notified of the refund request by the client along with the reason





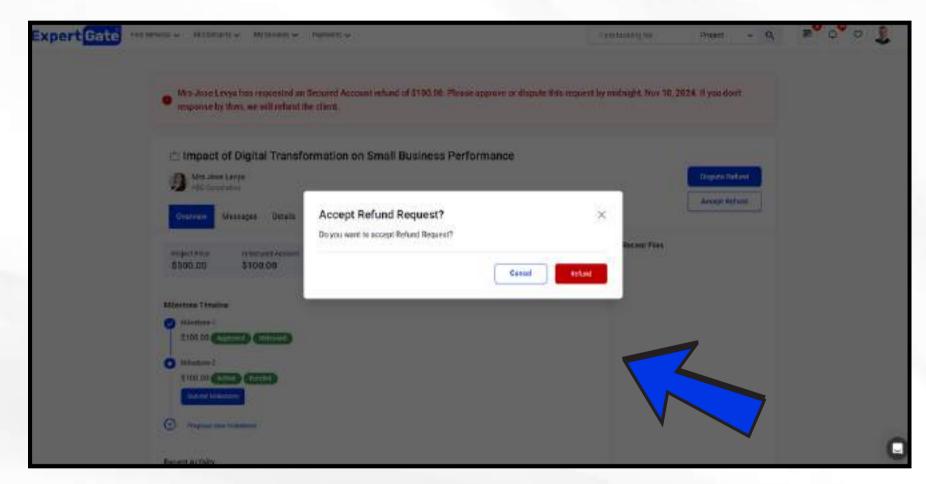
### Expert can accept the refund request or dispute it

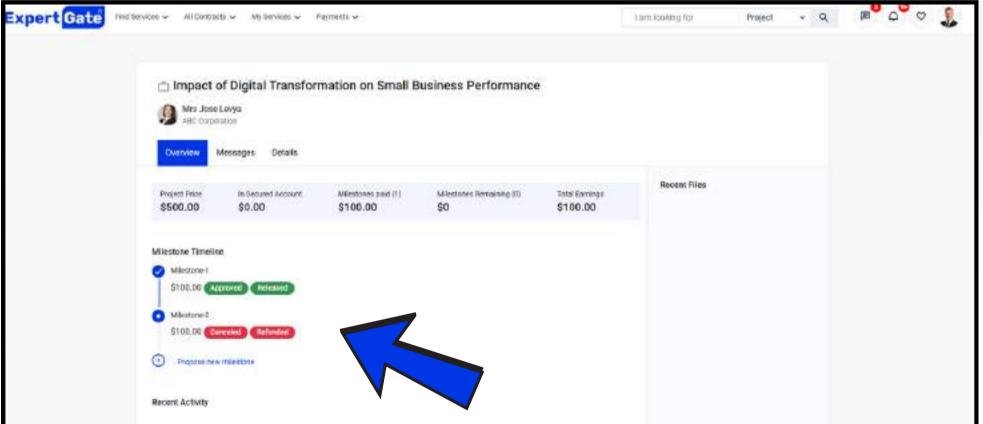






### Expert accepts the refund request



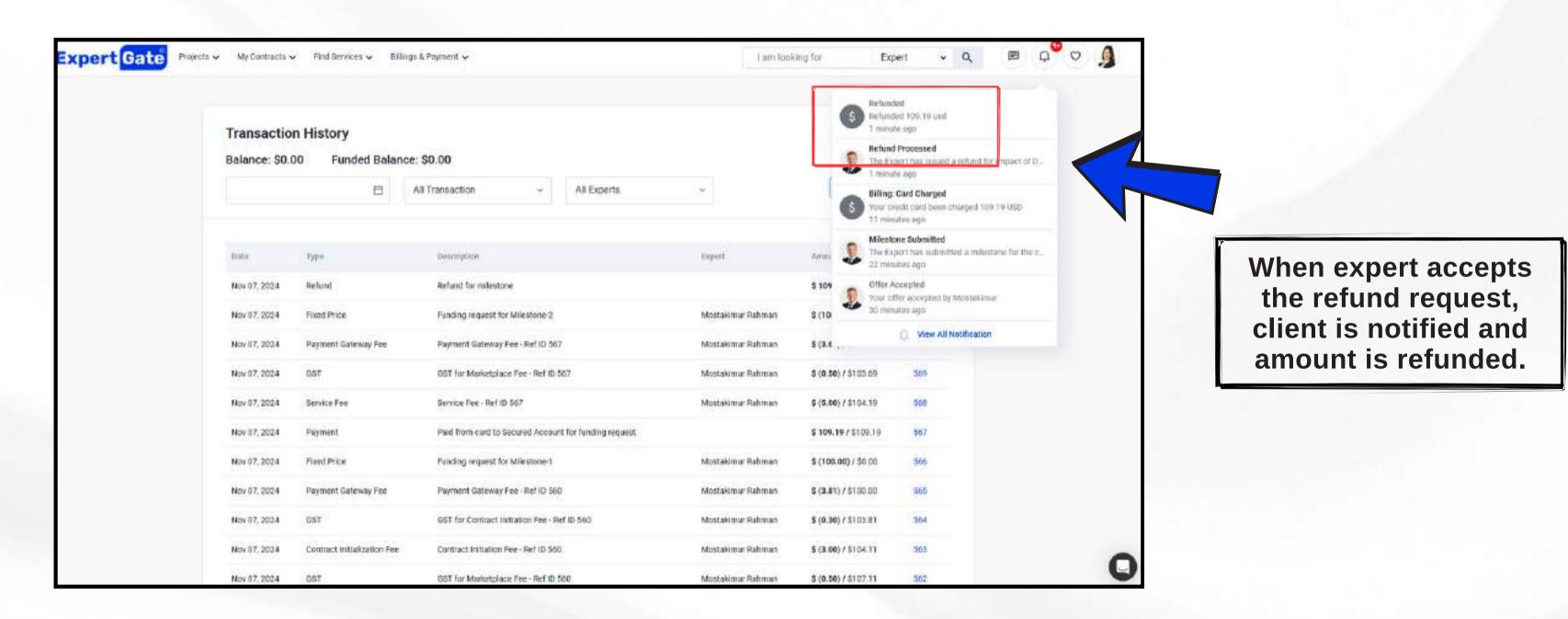


Experts accept the refund request and milestone is cancelled





#### The client receives the refund



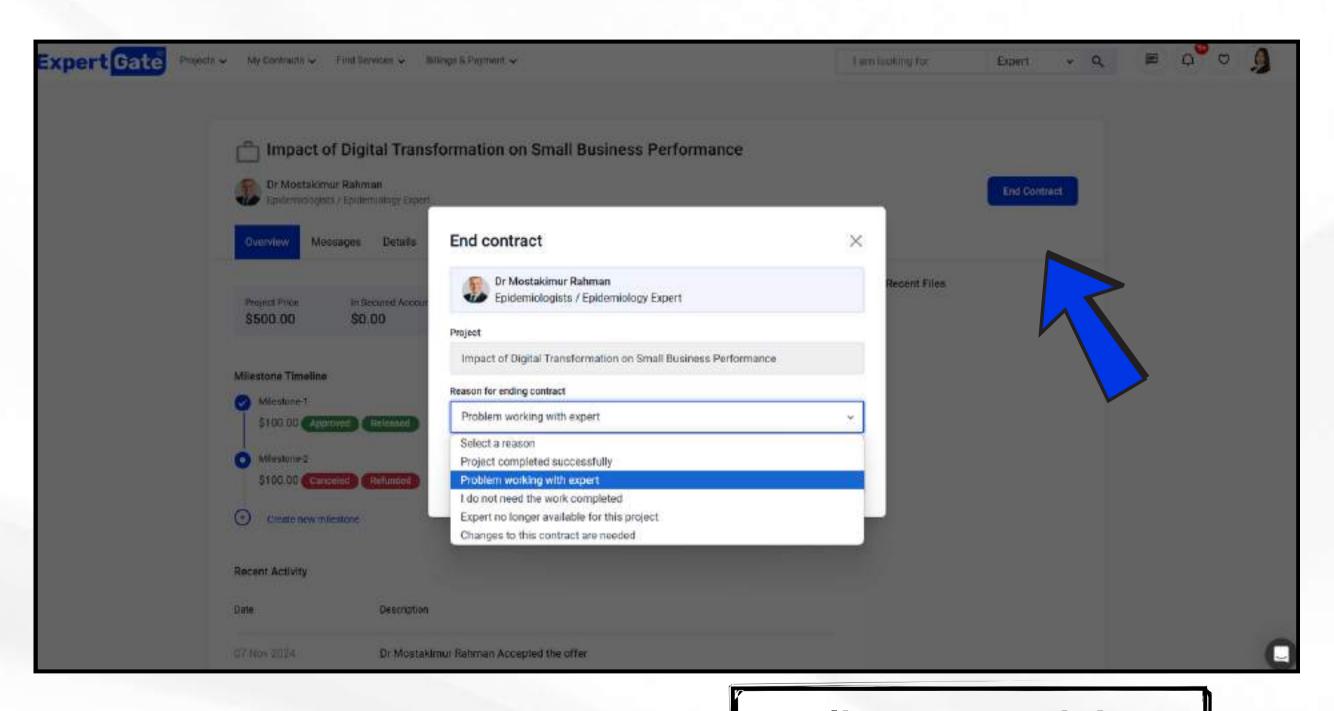




# How to end the project upon completion or otherwise?



#### Client ends the contract

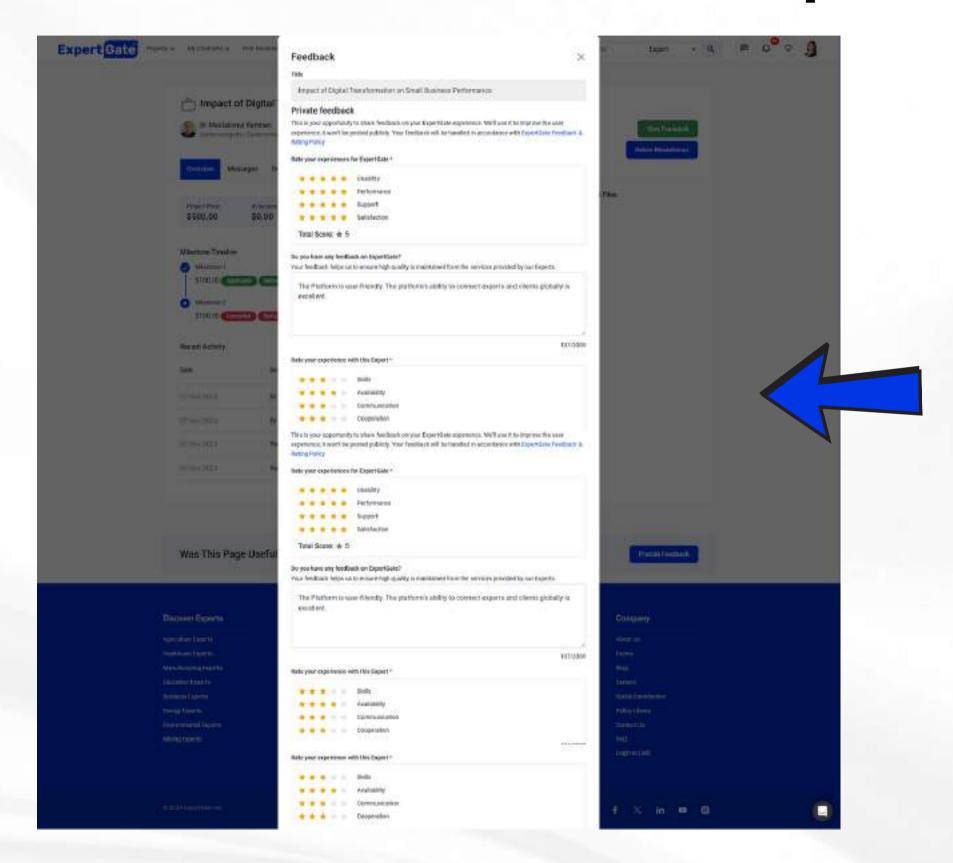




Client can end the project by selecting one of the listed reasons



#### Client's feedback to the expert

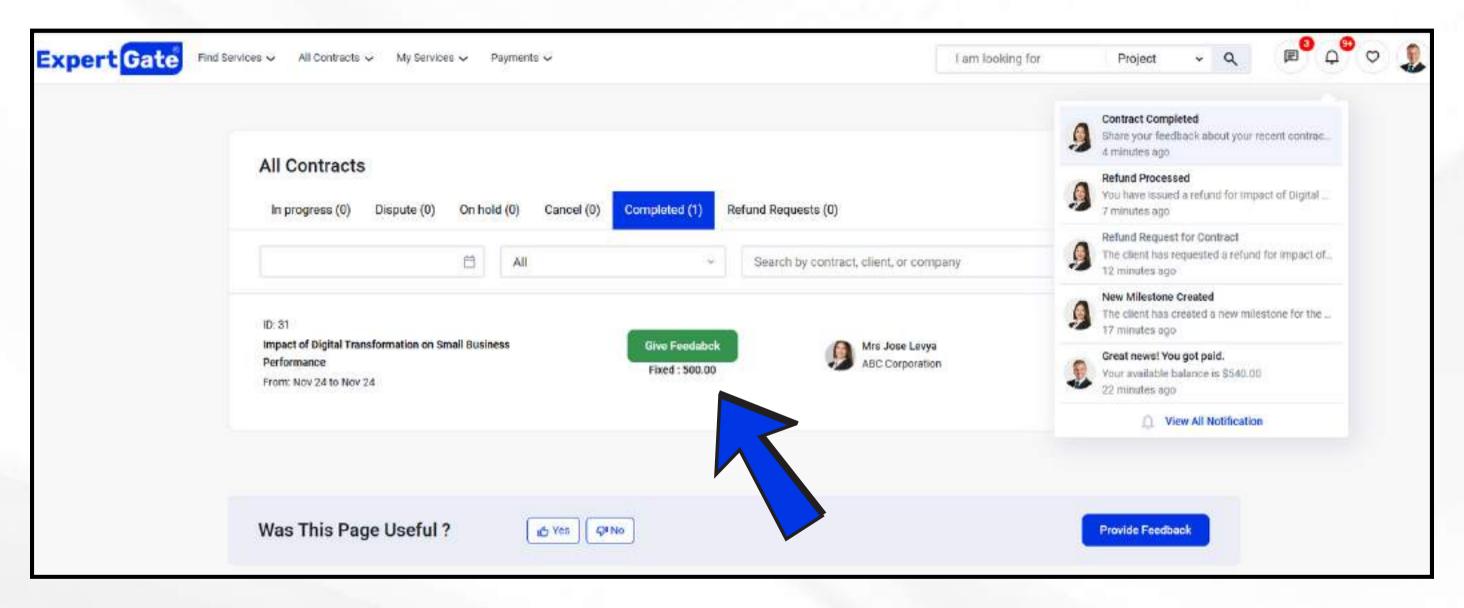


After client ends the contract, they need to provide the feedback to the expert





#### Expert's feedback to the client

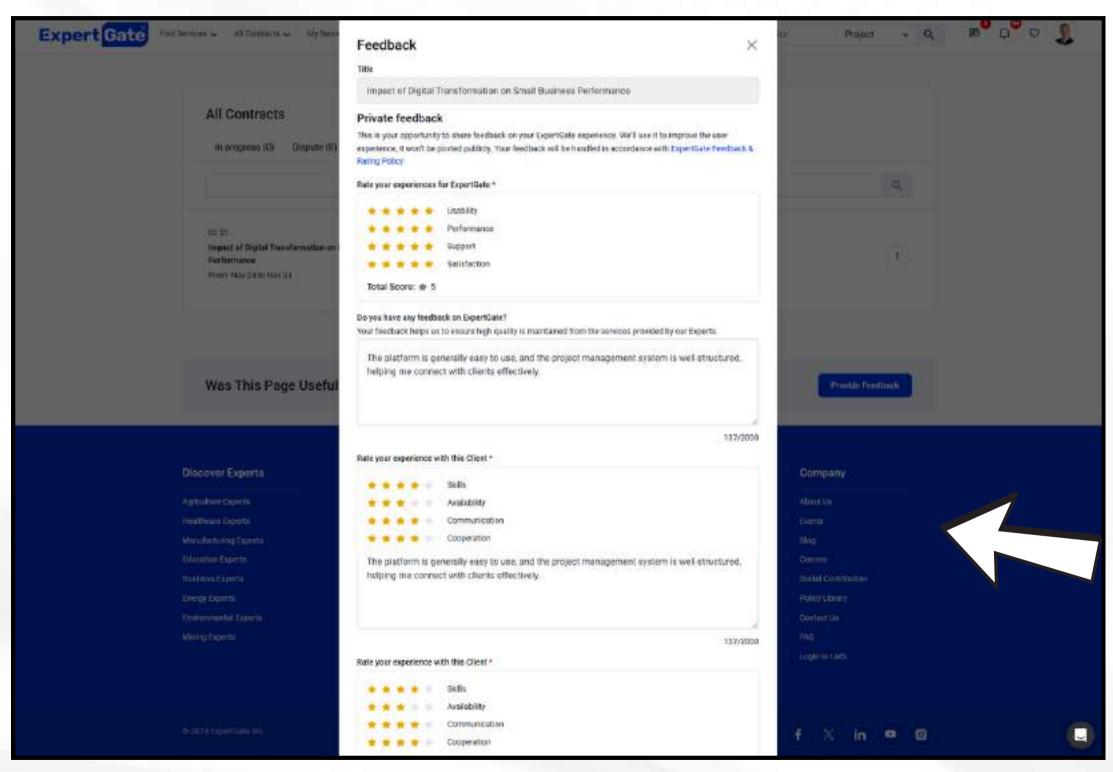


Expert Gate

Expert can visit their dashboard and give feedback to the client



#### Expert's feedback to the client



Expert can visit their dashboard and give feedback to the client





#### Payments Management

#### Payments Management

#### Transparency, Reliability, and Security:

- At ExpertGate, we prioritise trust in all collaborative endeavours.
- Our robust payment and pricing policy is designed to:
  - Safeguard your interests through transparent processes.
  - Ensure smooth and fair transactions.

#### **Key Principles**

- Transparency: Clear pricing and fees at every step.
- o Reliability: Consistent and timely payments for all services.
- Security: Advanced measures to protect all financial transactions.
  Detailed explanation in ExpertGate's payment policy.



#### Payments Management

#### Secure Payment Handling:

- ExpertGate partners with Stripe and utilises **Stripe Express Connect** to securely handle payment delivery, holding, and receipt for contracts/sessions between experts and clients.
- Students are required to pay in advance, with funds held in a designated **Platform Secured Account under the expert's name,** protected by Stripe, and kept separate from our operational accounts to ensure security and transparency.
- All experts must complete **Know Your Customer (KYC)** verification as mandated by Stripe to ensure compliance and security in financial transactions.

#### **Automatic Release of Funds**

- After an Expert completes a Project or Session, they submit a release request to the client.
- The Customer has a designated review period to assess the delivered service and ensure the agreed-upon requirements are met.
- If there are no objections after the review period ends, funds held in the Platform Secured Account will be **automatically released** to the Expert's account.

#### Payment Structure at ExpertGate

Contract Type	Platform Fee	Contract Value	Service Charge Fee (10%)	Expert's Earning
Fixed Price Contract	10%	\$100	\$10	\$90
Hourly Contract	10%	\$100 per hour	\$10 per hour	\$90 per hour
Consultation Session	10%	\$100	\$10	\$90
Course	10%	\$100	\$10	\$90

Automated Payments: The payment system is fully automated, ensuring timely and secure transactions for all parties.

**Revenue Sharing:** Experts receive a percentage of the course fees based on their role as either Organising Instructors or Co-Instructors.

**50% Social Contribution:** ExpertGate commits to reinvesting 50% of profits into educational initiatives, benefiting underserved communities.

**Transparent Payouts:** Experts can track their earnings in real-time through their dashboard, with payments processed automatically after course completion.

#### Q/A

#### We welcome your questions!

If you have any inquiries about ExpertGate, or consultation sessions, please feel free to ask!

