Software & systems engineering capacity when clients need more.

BlackNimbus works with agencies, consultancies, MSPs/IT providers, and product teams when an opportunity requires deeper software engineering, systems integration, product/platform development, modernization, or digital delivery than they want to build in-house. Engagements can be referral, co-delivery, or approved white-label engineering. The structure follows the opportunity - not a fixed partner template.

WHERE BLACKNIMBUS FITS

Software, systems & product delivery

Best fit: software, product, integration, modernization, or digital-system problems where off-the-shelf tools or a thin website build are not enough.

- **Custom software, products & platforms -** Purpose-built applications, portals, internal systems, backend services, APIs, and product foundations.
- **Integrations & automation -** System and data connections, APIs, and workflows that reduce manual transfer, duplication, and operational friction.
- **Modernization & remediation -** Legacy modernization, architecture cleanup, accessibility, performance, and controlled technical remediation.
- **CMS & content platforms -** Editorial systems, reusable content models, publishing workflows, and content operations.
- **Websites & digital experiences -** Public-facing sites, service portals, accessibility, performance, and complex user journeys.

THREE WAYS TO WORK TOGETHER

The model follows the work

- **Referral -** You introduce a specific opportunity. BlackNimbus decides whether to accept it, then scopes, prices, contracts, and delivers under written terms.
- **Co-delivery -** Each party owns a defined workstream. Responsibilities, dependencies, communication, acceptance, payment, security, and change control are agreed before delivery.
- **Approved white-label -** BlackNimbus may deliver behind your brand when economics, payment path, scope, client boundary, confidentiality, and support obligations are acceptable.

HOW WE PROTECT THE RELATIONSHIP

Clear boundaries before delivery

- **Independent acceptance -** An introduction alone creates no obligation. BlackNimbus accepts specific opportunities in writing.
- **Non-exclusive by default -** No future market, account, or service category is restricted without specific written value and approval.
- **Client protection -** Non-circumvention and protected relationships are finite, opportunity-specific, and written for the relationship.
- **Commercial terms by deal -** No published or default referral percentage. No automatic commission, renewal right, or account ownership.
- **IP boundary -** BlackNimbus retains background and reusable IP. Project-specific ownership or license rights are defined in signed terms.
- **Authority & liability -** Partners may not quote, bind, or promise for BlackNimbus. Partner scope, warranties, delays, or support do not transfer unless expressly assumed in writing.
- **Compliance gate -** Public-sector, regulated, security-sensitive, or referral-fee-restricted opportunities receive procurement/legal/compliance review before commercial commitment.

WHAT TO SEND US

Start with the opportunity

- Client need and desired outcome
- Role you want BlackNimbus to play
- Timing or decision deadline
- Who owns the client relationship and communication
- Security, procurement, confidentiality, data, or support constraints

WHY PARTNERS USE BLACKNIMBUS

Software & systems depth

Custom software, product/platform engineering, integration, automation, modernization, CMS, digital delivery, and independent technical judgment.

Defined ownership

Workstreams, client boundaries, acceptance, payment, and communication are agreed before delivery begins.

Production-focused delivery

The work is shaped for maintainability, accessibility, operational use, and accountable handoff - not just a demo.

Optionality preserved

Relationships are non-exclusive by default and commercial terms follow the actual opportunity rather than a blanket model.

A STRONG PARTNER FIT USUALLY HAS

A specific client need

A real problem, outcome, or delivery gap - not a generic capability request.

A defined BlackNimbus role

What you want us to build, integrate, modernize, evaluate, support, or own can be stated clearly.

A workable decision path

There is a client owner, timing signal, and route to scope/approval.

Knowable constraints

Security, procurement, confidentiality, payment, and support conditions can be surfaced early.

BRING THE OPPORTUNITY. WE'LL DEFINE THE RIGHT STRUCTURE.

blacknimbussoftware.com/partners | larry.black.iii@blacknimbussoftware.com

Start with the client need, delivery constraints, and the role you want BlackNimbus to play. Fit is evaluated before commercial terms are discussed.

NON-BINDING OVERVIEW. No introduction or discussion creates an agency, joint venture, exclusivity, commission, account ownership, referral-fee right, or authority to bind BlackNimbus. Any engagement, compensation, client protection, IP/license rights, white-label terms, support obligations, or regulated/public-sector arrangements must be documented in signed terms and pass applicable compliance review.