

The Platform Lab Expertise Partner Program operates as an information brokerage program - matching a client's need to the core competencies to Central Ohio consulting firms. TechColumbus members can quickly survey and research consulting firms anonymously without numerous sales inquiries. Consultants have pre-positioned leads with a minimum investment of time and effort.

The TechColumbus Expertise Program is a mature program that has 6 years experience in sharing leads with consulting firms participating in this program. Companies in search of qualified IT service providers document their need and TechColumbus asks partners to express interest in the opportunity. It's a win for the company that gains access to firms with a wide breadth and depth of expertise, and for the partners who gain access to a rich source of qualified leads.

This program is free for TechColumbus Members and Platform Lab clients to use, and free for all Ohio-based consulting firms to join.

To learn more about this program, please call the Platform Lab department at 614.675.3711 or [via email](#).

For more information, visit the information page at PlatformLab.org: [Go there now](#)

Policy for use of TechColumbus Expertise Partner Program

The client will provide Platform Lab with a one or two paragraph description of client need, including skill sets required and project start/duration timeframe; the client will respond to all Expertise Partners profiles submitted within 7 days of consultant response and will inform Platform Lab of which partner was chosen.

As interested clients contact TechColumbus, we ask them to state their needs succinctly, detailing project requirements, timeframe, duration, location and other pertinent details. Our technology division Platform Lab then sends out a broadcast email to all of the consultants in our program, ensuring that all partner firms get an equal opportunity.

Consultants respond with a request that Platform Lab forward an on-file profile of the consulting firm to the end client; the client chooses who to speak with based on the profile – TechColumbus does not influence the decision in any way. The consultants negotiate directly with the end client; TechColumbus does not collect a fee from the end user or the consultant.