

COMPANY PROFILE & SERVICES

AZ Dynatech Consulting LLC

A. Company position

AZ Dynatech Consulting LLC as a company is positioned as a business and technical consultancy connecting management advice with engineering, research, technology and commercial support. Its potential customers include growing businesses, established enterprises, project owners and research or education organisations seeking clearer decisions and practical implementation support.

B. Service descriptions

BUSINESS STRATEGY AND EXECUTION

01 Business Strategy & Growth Planning

This service can help owners and management teams turn business objectives into a practical plan for growth. The scope includes reviewing the current business model, evaluating expansion options, defining priorities and building an implementation roadmap. It would suit growing companies, new ventures and established businesses considering a change in direction, with recommendations grounded in the information and assumptions agreed with the client.

- Business model review and strategic options assessment
- Business plan with assumptions, priorities and financial scenarios
- Implementation roadmap with responsibilities and performance indicators

Customer benefit: A clear basis for choosing priorities and allocating resources.

Invoicing: Fixed project fee for an agreed strategy or business plan; hourly advice for specific decisions; monthly retainer for follow-through. Invoice projects against agreed milestones and retainers monthly in advance.

Invoice wording: Business strategy project | Phase 2: options assessment | 1 milestone

02 Operational Improvement & Project Coordination

This service can support organisations that need clearer workflows, better management information or more disciplined project delivery. It could assess how work moves between teams, identify delays and establish practical operating procedures. For defined change projects, the engagement could also coordinate responsibilities, monitor actions and report progress, giving management a structured way to address operational problems and oversee implementation.

- Process maps and prioritised improvement recommendations
- Operating procedures, responsibility matrix and reporting templates
- Project schedule, issue log and management progress reports

Customer benefit: Clearer accountability and better visibility of implementation.

Invoicing: Fixed fee for a diagnostic or process redesign; day rate for workshops or implementation support; monthly retainer for project coordination. Define included days, reporting cadence and approval for extra work.

Invoice wording: Project coordination | [month] | [number] approved consulting days

ENGINEERING AND TECHNICAL ASSURANCE

03 Engineering Feasibility & Technical Advisory

This service can help project owners and businesses assess technical options before committing to equipment, facilities or engineering projects. Within confirmed engineering disciplines, it could define requirements, compare approaches and review supplier proposals. The work would translate technical findings into clear recommendations on feasibility, operating implications and next steps, helping customers make decisions that reflect both project objectives and practical constraints.

- Technical requirements and feasibility assessment
- Comparison of engineering options and supplier submissions
- Technical risk register and recommended next steps

Customer benefit: Better-informed technical choices before significant commitments.

Invoicing: Fixed project fee for feasibility or a defined technical review; day rate for site assessments; hourly fee for specialist advice. Separate travel, surveys and third-party studies from professional fees.

Invoice wording: Engineering feasibility assessment | Options report | 1 deliverable

04 Technical Testing & Analysis

This service can support customers that need evidence about the performance or characteristics of materials, equipment or technical systems. The scope could include agreeing test questions, selecting methods, conducting specified tests and explaining results against agreed criteria. Each engagement would define whether AZ Dynatech performs the testing itself or coordinates an identified external provider, with responsibilities and limitations stated in the proposal.

- Test plan with methods, sample requirements and acceptance criteria
- Recorded measurements and an analysis of results
- Technical report identifying findings, limitations and follow-up actions

Customer benefit: Documented evidence to support technical acceptance and improvement decisions.

Invoicing: Per test, sample or batch for repeatable methods, with setup and reporting fees identified; fixed project fee for bespoke analysis. Coordination-only engagements should separate the coordination fee from the provider's test charges.

Invoice wording: Technical analysis | [method] | [number] samples + agreed report

SCIENTIFIC RESEARCH AND DEVELOPMENT

05 Biotechnology Research & Development

This service can help biotechnology businesses and research organisations assess research questions and plan development work. Depending on confirmed expertise and facilities, it could cover evidence reviews, study design, experimental work and interpretation of research results. Projects would proceed through agreed stages, allowing the client to review findings and decide whether to continue, revise or stop further development as the evidence emerges.

- Research question, evidence review and development plan
- Agreed study protocol and experimental records where authorised
- Research report with limitations and recommended next-stage work

Customer benefit: A structured research process with clear decisions at each stage.

Invoicing: Stage-based project budget with approval before each phase; capped time-and-materials for uncertain experimental work. Invoice labour monthly or by milestone, with materials and external laboratory costs separately approved.

Invoice wording: Biotechnology R&D | Phase 1: evidence review and protocol | 1 phase

06 Applied Science & Engineering R&D

This service can support businesses developing or improving technical products, processes and methods. It could turn a practical challenge into a research plan, compare possible approaches and test selected concepts through experiments or prototypes. The emphasis would be on producing evidence that supports the next development decision, with technical uncertainty, resource requirements and the limits of each result made explicit throughout the engagement.

- Technical problem statement and research work plan
- Documented experiments or prototypes within agreed capabilities
- Feasibility findings and recommendations for further development

Customer benefit: Evidence for deciding which development ideas merit further investment.

Invoicing: Fixed fee for a discovery study; staged project fees or capped time-and-materials for experimental development. Agree funding for each phase, ownership of outputs and separate material or fabrication charges.

Invoice wording: Applied R&D | Prototype evaluation work package | 1 phase

MARKET AND SOCIAL RESEARCH

07 Market Research & Customer Insights

This service can help businesses understand demand, customer priorities and competitive conditions before refining an offer or entering a market. The work could combine desk research with interviews, surveys or public opinion polling, depending on the decision being addressed. Findings would explain the research method and its limitations, then translate the evidence into practical implications for positioning, product planning, communication or market entry.

- Research brief, sampling approach and survey or interview tools
- Customer, competitor or public opinion findings with limitations
- Insight report and recommended commercial actions

Customer benefit: A clearer understanding of customers and market opportunities.

Invoicing: Fixed project fee based on method, sample size, geography and report scope; per completed interview for fieldwork under an agreed quality standard. Bill kickoff, completed fieldwork and final reporting milestones separately.

Invoice wording: Market research | [number] completed interviews + findings report

08 Social Research & Programme Evaluation

This service can help institutions, businesses and programme sponsors understand social needs, stakeholder experiences and the results of specific interventions. It could combine literature reviews, interviews, surveys and document analysis to answer an agreed research question. The output would distinguish evidence from interpretation and provide recommendations that support programme design, learning or improvement, without claiming impacts that the chosen research method cannot establish.

- Research or evaluation framework with agreed questions and indicators
- Document review, interviews or surveys and analysed findings
- Evaluation report with evidence-based recommendations and limitations

Customer benefit: A stronger evidence base for programme design and improvement.

Invoicing: Fixed project fee by study phase; day rates for defined fieldwork or facilitation; monthly retainer for ongoing monitoring. Specify travel, translation and respondent costs before work begins.

Invoice wording: Programme evaluation | Fieldwork and analysis phase | 1 milestone

ADVERTISING AND MEDIA SERVICES

09 Advertising Strategy & Campaign Development

This service can help organisations present a clear offer to their intended audience through planned advertising. It could develop campaign objectives, core messages, creative concepts and a schedule of materials for selected channels. The scope would connect the campaign to a defined customer action, with the number of assets, revision rounds and production responsibilities agreed before work starts and reporting matched to available campaign data.

- Campaign brief with audience, message and channel recommendations
- Agreed advertising copy, creative concepts and campaign assets
- Campaign schedule and performance review against agreed indicators

Customer benefit: A more coherent campaign with a defined message and purpose.

Invoicing: Fixed project fee for campaign development or a defined asset package; monthly retainer for ongoing management. Price extra revisions separately and show advertising spend, production and platform charges as distinct items.

Invoice wording: Campaign development | [campaign] | Agreed creative package

10 Media Planning, Buying & Representation

This service can help advertisers select suitable media placements and manage the commercial arrangements for a campaign. It could compare channel options, obtain proposals, coordinate bookings and reconcile delivery reports. Where AZ Dynatech has an explicit mandate from a media owner, a separate representation service could support the sale of advertising space or time, with commissions and any conflicting roles disclosed to the client.

- Media plan with placement options, budget and schedule
- Booking coordination or advertising sales under a written mandate

- Placement reconciliation and media delivery reporting

Customer benefit: Clearer media purchasing and transparent management of placement costs.

Invoicing: For advertisers, a fixed planning or monthly management fee; alternatively an agreed percentage of defined media spend. For media owners, commission on agreed collected revenue. Disclose rebates, commissions and any dual compensation.

Invoice wording: Media management | [campaign/month] | Fee on agreed spend basis

CORPORATE COMMUNICATIONS AND TECHNOLOGY ADVISORY

11 Public Relations & Corporate Communications

This service can help organisations explain their activities, announcements and priorities to customers, partners, employees and other stakeholders. It could develop core messages, company profiles, press materials and communication plans for routine or sensitive situations. The work would focus on accurate, consistent content and an appropriate approval process, with any media engagement or spokesperson support expressly included in the agreed scope.

- Corporate messaging framework and company profile copy
- Press releases, stakeholder statements and presentation content
- Communication calendar and briefing materials for agreed events

Customer benefit: Consistent communication that makes the organisation easier to understand.

Invoicing: Fixed fee for a profile, announcement or communications plan; monthly retainer for recurring support; hourly or day rate for urgent assignments. Specify availability and approval requirements; media coverage is not a billable guarantee.

Invoice wording: Corporate communications | Company profile and messaging package

Proposal requiring confirmation: languages, writing capacity, media relations and any specialist communications experience.

12 IT Strategy & Systems Consultancy

This service can help organisations choose and improve business technology in line with their operational needs. It could review existing systems, document requirements and compare software, infrastructure or integration options. The output would provide a practical roadmap for procurement and implementation, helping decision-makers understand dependencies, costs and trade-offs without assuming that AZ Dynatech develops software or resells particular technology products.

- Current systems assessment and business requirements document
- Technology options and vendor proposal comparison
- Implementation roadmap, dependencies and acceptance requirements

Customer benefit: Technology decisions aligned with business needs and operating constraints.

Invoicing: Fixed project fee for assessments, requirements or selection support; day rate for workshops and implementation oversight; hourly advice for specific questions. Keep vendor subscriptions, hardware and implementation charges separately identified.

Invoice wording: IT consultancy | Requirements and vendor evaluation | 1 work package

IT OPERATIONS AND DATA SERVICES

13 Managed IT Operations & User Support

This service can support organisations that need ongoing administration of their computing environment and assistance with routine technical issues. The scope could include user access administration, system maintenance, incident handling and coordination with technology vendors. Service coverage would be defined by the supported systems, users, locations and working hours, with responsibilities for security, backups and escalation explicitly assigned in the service agreement.

- System and user inventory with agreed support procedures
- Routine administration, maintenance and incident records
- Monthly service report and improvement recommendations

Customer benefit: More consistent IT administration and a clear point of coordination.

Invoicing: Monthly base fee plus a per-user, device or server charge for an agreed service tier; one-time onboarding fee. Bill approved work beyond included hours at an hourly or day rate.

Invoice wording: Managed IT support | [month] | Base fee + [number] supported users

14 Data Processing & Hosting Administration

This service can help organisations organise business data and administer the environments used to store or run it. It could cover data cleaning, format conversion, scheduled processing and hosting administration on a specified provider or client environment. Engagements would define the data involved, processing purpose, access permissions and retention arrangements, together with the division of responsibility between AZ Dynatech, the customer and any hosting provider.

- Data cleaning, transformation and agreed processed outputs
- Hosting configuration and administration within the agreed environment
- Usage, access and backup-status reports where included

Customer benefit: More usable data and clearer accountability for hosting administration.

Invoicing: Fixed setup or migration fee plus monthly administration; usage charges per agreed storage, processing or transaction unit. Show third-party hosting and data-transfer costs separately, with any management markup disclosed.

Invoice wording: Data and hosting administration | [month] | Service fee + metered usage

FINANCE AND BUSINESS SUPPORT

15 Accounting, Bookkeeping & Tax Support

This service can help businesses maintain organised financial records and prepare reliable information for management and reporting. It could cover transaction recording, reconciliations, periodic accounts and preparation of tax-related working papers. Tax advice or filing would be offered only for confirmed jurisdictions and through appropriately authorised personnel where required, with the engagement clearly distinguishing routine accounting support from statutory audit and other independent assurance work.

- Bookkeeping records and bank or ledger reconciliations
- Periodic accounts and management reporting schedules
- Tax working papers and authorised advice or filings where agreed

Customer benefit: More organised records and better visibility of business finances.

Invoicing: Monthly package by entities, transaction volume and reporting scope; fixed fee per return or year-end assignment; hourly specialist advice. Quote historical cleanup separately. Statutory audit is not included in this proposal.

Invoice wording: Bookkeeping and reporting | [month] | [entity] monthly package

Proposal requiring confirmation: qualified staff, jurisdictions and filing rights. Audit needs a separate confirmed authorization, independence review and engagement scope.

16 Business Administration & Coordination

This service can help businesses handle defined administrative workloads without creating a separate internal function for every task. It could organise records, track supplier and customer documentation, coordinate routine processes and prepare management information. The work would follow documented responsibilities and approval limits, allowing customers to delegate administration while retaining control over contracts, expenditure, commercial decisions and other commitments made on their behalf.

- Document registers and organised administrative records
- Supplier, customer or project coordination logs
- Routine management reports and action trackers

Customer benefit: Reduced administrative workload with clear oversight of delegated tasks.

Invoicing: Monthly retainer with an agreed workload or hour allowance; per processed item for repeatable high-volume work; fixed fee for a one-off assignment. Define volume bands, turnaround expectations and charges for exceptions.

Invoice wording: Business administration | [month] | Agreed monthly scope

EDUCATION AND SKILLS DEVELOPMENT

17 Learning Design & Educational Support

This service can help employers and education providers identify learning needs and improve the organisation of learning programmes. It could assess skills gaps, structure curricula, prepare learning materials and coordinate programme administration or evaluation. Any direct delivery of short courses or workplace workshops would be separately confirmed for subject expertise and permitted scope, while support work would remain clearly distinguished from operating an accredited educational institution.

- Learning-needs assessment and curriculum recommendations
- Learning materials, programme schedules and administration tools
- Participant feedback and programme evaluation report

Customer benefit: Learning programmes that are better organised and matched to identified needs.

Invoicing: Fixed project fee for needs assessment, curriculum or materials; monthly retainer for programme support. If teaching is confirmed, use a trainer day rate or per-cohort fee, with preparation and materials stated separately.

Invoice wording: Educational support | Learning-needs assessment and programme design

Proposal requiring confirmation: subject expertise and delivery role. Educational support is distinct from teaching; verify classification coverage for short-course delivery. [1]

18 Technical & Vocational Secondary Education

This service can serve learners seeking structured secondary-level vocational preparation and organisations supporting such programmes. A defined programme could combine theoretical instruction, supervised

practical learning and assessment in a confirmed occupational field. It would be developed only after the company establishes the required institutional, teaching and facilities arrangements, with any qualification or certificate described accurately according to the recognition and authorization actually obtained.

- Approved programme structure and course materials
- Scheduled instruction and supervised practical learning
- Assessment records and only authorised completion documentation

Customer benefit: Structured preparation for employment in a defined occupational field.

Invoicing: Per-student tuition by term or programme, or a sponsored cohort contract with instalments. Publish what tuition includes, any assessment or materials charges and agreed cancellation terms before enrolment.

Invoice wording: Vocational education | [programme/term] | [number] enrolled learners

LICENSING AND ELECTRICITY TRADING

19 Intellectual Property Licensing & Commercialisation

This conditional service can help businesses access or commercialise eligible intellectual property under defined usage rights. Where AZ Dynatech owns or is authorised to license the relevant rights, it could structure commercial access to patents, trademarks or other qualifying non-copyright assets. Separate consultancy could assess commercial applications and licensing options for a client's assets, with ownership, territory, permitted use and payment terms documented for each arrangement.

- Rights inventory and commercial-use assessment
- Commercial licence terms covering use, territory, duration and fees
- Usage statements and royalty administration where agreed

Customer benefit: A defined route to use or earn revenue from eligible intellectual property.

Invoicing: Fixed project fee for commercialisation advice; for rights licensing, an upfront fee, periodic licence fee, usage fee or royalty on a precisely defined base. Invoice advice and rights payments separately; agree reporting and reconciliation dates.

Invoice wording: IP licence | [asset/territory/period] | Agreed licence fee or royalty

20 Electricity Trading

This conditional service as trading activity intermediary would involve purchasing and selling electricity under agreed market or bilateral arrangements. Its relevance would depend on the company's intended market role, access to counterparties and operational capacity to manage trading and settlement. Any offer would specify the delivery period, volume, pricing basis and allocation of scheduling or imbalance responsibilities, following confirmation of the applicable market permissions and participation arrangements.

- Agreed electricity purchase or sale terms and trade confirmations
- Volume and delivery-period records with assigned scheduling responsibilities
- Settlement statements and contract reconciliation

Customer benefit: A defined commercial arrangement for electricity purchase or sale.

Invoicing: As principal, invoice settled MWh multiplied by the contractual price per MWh, with other agreed charges itemised; earnings arise from the trading margin. Use a separate agency fee only if a permitted intermediary role is confirmed.

Invoice wording: Electricity sale | [delivery period] | [settled MWh] × [price/MWh]

C. Commercial guide | charging

We use fixed fees for defined outputs, time-based fees for uncertain or changing scope, and retainers for recurring responsibilities. The models in section above are recommendations, not existing company terms. Set rates after confirming market, delivery cost, seniority and the scope of each engagement.

Billing model	Calculation / invoice basis	Best fit
Hourly	Approved hours × agreed hourly rate	Targeted advice; troubleshooting; scope that changes
Daily	Approved days × agreed daily rate	Workshops; site work; implementation support
Fixed project / milestone	Contract fee, split across defined deliverables	Strategies; feasibility studies; campaigns; research phases
Monthly retainer	Monthly fee for stated scope or allowance; approved extras separately	Coordination; communications; recurring support
Unit / usage	Accepted units × unit rate, plus stated setup or base fee	Tests; interviews; users; records; hosting consumption
Licence / royalty	Periodic fee or agreed royalty base × royalty rate	Use of rights that AZ Dynatech is entitled to license
Trading settlement	Settled MWh × contract price, plus agreed separate charges	Electricity sales as principal

Suggested invoice timing

- Defined projects: an illustrative starting point is 30% at appointment, 40% at an agreed intermediate deliverable and 30% at completion. We can adapt this to duration and procurement requirements.
- Time-based work: invoiced monthly in arrears with a dated time record and the relevant task or deliverable.
- Retainers and managed services: invoiced at the base fee monthly in advance; reconciled the approved extras and usage monthly in arrears.
- Research: we approve each stage before work begins and bill for the agreed work and evidence produced, rather than a guaranteed successful experiment.
- Licensing, tuition and electricity: use the reporting, term or settlement calendar in the specific contract.

Illustrative invoice structure

Invoice field	Suggested content
Service and reference	Service title; project / contract reference; billing period
Work completed	Named deliverable, milestone or approved time period
Quantity and price	Hours, days, units, milestone or agreed monthly fee
External charges	Pre-approved third-party costs, with stated markup if any
Payment details	Agreed currency, payment due date and payment method
Tax treatment	Applicable taxes and legally required identifiers after jurisdiction review

D. Short service list

Business, engineering, research and marketing

Business Strategy & Growth Planning

Translate business objectives into practical strategies, business plans and growth roadmaps.

Operational Improvement & Project Coordination

Improve workflows, clarify responsibilities and coordinate agreed business change projects.

Engineering Feasibility & Technical Advisory

Assess technical options, project feasibility and supplier proposals within confirmed engineering disciplines.

Technical Testing & Analysis

Plan technical tests and analyse results, with the delivery provider and method defined for each engagement.

Biotechnology Research & Development

Plan and undertake defined biotechnology research within confirmed scientific capabilities and permissions.

Applied Science & Engineering R&D

Evaluate technical concepts through structured research, experimentation and prototype assessment.

Market Research & Customer Insights

Turn customer, competitor and survey evidence into practical commercial insights.

Social Research & Programme Evaluation

Assess social needs and programme results through clearly defined research and evaluation methods.

Advertising Strategy & Campaign Development

Develop advertising messages, creative materials and campaigns around a defined customer action.

Media Planning, Buying & Representation

Plan and coordinate media placements, with representation available only under a confirmed mandate.

D. Short service list

Communications, technology and specialist activities

Public Relations & Corporate Communications

Create clear corporate messages, profiles and stakeholder communications for defined audiences.

IT Strategy & Systems Consultancy

Define technology requirements, compare systems and plan practical IT improvements.

Managed IT Operations & User Support

Provide defined IT administration and user support under an agreed service scope.

Data Processing & Hosting Administration

Process business data and administer agreed hosting environments with defined access and responsibilities.

Accounting, Bookkeeping & Tax Support

Maintain financial records and prepare reporting, with tax work limited to confirmed authorised scope.

Business Administration & Coordination

Coordinate defined administrative processes, documentation and routine business reporting.

Learning Design & Educational Support

Design and support learning programmes, with direct teaching included only where confirmed.

Technical & Vocational Secondary Education

Deliver vocational secondary programmes only after the required provider and programme authorizations are confirmed.

Intellectual Property Licensing & Commercialisation

Structure commercial use of eligible intellectual property, subject to verified ownership or licensing rights.

Electricity Trading

Buy and sell electricity under defined market arrangements once permissions and operating capacity are confirmed.