

## Tech Scouts and Moodle

Moodle (<http://www.moodle.org>) is a Linux-Based version of Blackboard, a distance learning / online collaboration tool. Using discussion forums, chat sessions, shared documents (Wikis), and other tools, the Tech Scouts employ Moodle to share and collect information about their projects, bring in mentor teachers (such as Ben Rosner, C.E.O. of E-Home, Inc, below), and plan projects.

Every Tech Scouts site has its own Moodle environment, in addition to a shared environment where different sites can connect and mentor each other. Each new Tech Scouts project constitutes a new Moodle Course.

The following excerpt is from “Web Design Pass-Through Relationships,” a Forum/Chat which informed the creation, management and pricing of Beyond the Box, the Tech Scouts’ first for-profit business.

**Web Design Pass-Through Relationships**

Seminarforge » CF101 » Forums » Web Design Pass Throughs » What kinds of Pass-through options make sense?

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**What kinds of Pass-through options make sense?**  
by Bram Moreinis - Thursday, 20 October 2005, 12:13 PM

Please use this thread to sketch out pass-through options. We can then cut and paste these into our Wiki document now or later and group-edit them.

Delete | Reply

**Re: What kinds of Pass-through options make sense?**  
by Bram Moreinis - Thursday, 27 October 2005, 08:50 AM

*These are some questions from Carol, with whom we'll be chatting 10/27 at 4:00, after reading last week's chat with Ric.*

I wanted to figure out how we charge you, and how we'd like to be charged by you, in the event of pass through on either side. It seems that we would charge differently than if you were a direct client, and I think you would do the same for us. That way, you can give your client a reasonable price and still see some profit in it for yourself, as we would like to be able to do.

We know that when an agency uses the services of a "sub-contractor" they receive more for the job more than they pay out to the subcontractor. That's the goal. For example, if we hire a designer to design a postcard, and we've told our client it will be \$600 for that card design, the designer charges us \$300. (These are false figures... the [Graphic Artists Guild Pricing and Ethics Guidelines](#) provides a current common rate for such things.)

15:58 Carol: Thank you Bram.

15:58 Bram: This brings up the concept of "margins" that ben and I were discussing relating to a local ISP, Valstar.

15:58 Ben R: As a friend of Bram's I join these chats to see if there's anything I can help with. So far I've found very interesting.

15:58 Bram: We can get our clients cheaper web hosting elsewhere (and therefore make more off the markup) but we want to build relationships with Valstar, our local ISP.

15:59 Bram: So we need to ask Valstar what their lowest rate would be such that we can send them the business.

15:59 Benjamin: so it is balancing immediate profit against a long-term relationship that would, in the end, earn us more profit

15:59 Carol: That is selling point for you with the client, I'd think. Don't tell them about the money saving or not saving, tell them about being local, staying local.

15:59 Bram: And then, figure out how we benefit from that relationship, given the \$\$\$ percentage won't be there.

16:00 Bram: Right, carol, you completed my thought.

16:00 Carol: and ask them if they'd work with you... give you a break after a certain number of clients

16:00 Bram: That is, actually Beyond The Box's reason for being!

16:00 Bram: We are THE LOCAL ONES who provide FACE TO FACE.

Done Disabled

### Topics For Discussion

CONTENT  
What do we want it to tell people, what is it telling people?

ACCESSIBILITY  
Is the site very usable?

DESIGN