

Strategic Alliances For M&A and Exits

- Perry Solomon, Partner TechCXO
- April 5, 2016
- Sponsor ENET

Work History

■ Company:

- TechCXO-Partner
- Fidelity Capital-Boston Coach-CEO
- Fidelity Capital-HR Logic-Chairman
- Wordwave-CEO
- BMS-CEO
- Esquire Solutions-CEO
- Battery Ventures- EIR

■ Key Strategic Partnership:

- Venture, PE, Intermediaries
- Delta Airlines
- Medical Insurance and Payroll
- Courts of London and UK
- Citigroup
- Implementation Teams
- Brokers and Network

TechCXO

- Boutique Consulting Firm-On Demand C Level Talent
- Founded 2002 Inc. 500 since 2008
- Sixty partners including: CEO, COO, CSO,CMO,CTO,CFO, Staff
- Fractional or Project Based
- Now, Near, Far Planning Tool

HR Logic and BMS-SaaS Businesses-Product Partnerships

- Components of Product Offering
- HR Logic- Needs- Health Insurance and Payroll Providers-Aflac Acquisition
- BMS-Needs- Financial Custodian and Lender
- Labeling, Distribution and Salespeople Commission Plans
- Service Level Agreements, Margins
- Risk of Loss to Exit Value

Wordwave International –Revenue Ramp Partnerships

- Market power through Government Contracts – UK Court System
- Data Creation
- Creating Long Term Hooks
- Data Mining
- Revenue Splits
- Relationship Value
- Cannot Lose Strategies-Merrill Acquisition

Esquire Solutions-Implementation Partnerships

- Implementation Companies- 200 sub-contractors
- Acquisition opportunities
- Who markets who, customer theft
- Distributed Independent Workforce-2500 independent contractors
- Due diligence focus
- Importance to EBITDA
- Still Building

Thank You

- Perry Solomon, Partner
- perry.solomon@techcxo.com
- 617-835-1130