

## Capabilities & Experience Matrix

|   | Infrastructure Software | Application Software | Internet Services | Communications | Computer, Peripherals | Semiconductor |
|---|-------------------------|----------------------|-------------------|----------------|-----------------------|---------------|
| <b>Engagements by Functional Role</b>           |                         |                      |                   |                |                       |               |
| Marketing                                       | ●                       | ●                    | ●                 | ●              | ●                     | ●             |
| Business Development                            | ●                       | ●                    | ●                 | ●              | ●                     | ●             |
| Finance   | ●                       | ●                    | ●                 | ●              | ●                     |               |
| <b>Engagements by Business Challenge</b>        |                         |                      |                   |                |                       |               |
| <b>Marketing</b>                                |                         |                      |                   |                |                       |               |
| Market Research                                 | ●                       | ●                    | ●                 | ●              | ●                     | ●             |
| Market Validation                               | ●                       | ●                    | ●                 | ●              | ●                     | ●             |
| Product Management                              | ●                       | ●                    | ●                 | ●              | ●                     | ●             |
| Pricing   | ●                       | ●                    | ●                 |                | ●                     | ●             |
| Collateral Creation                             | ●                       | ●                    | ●                 | ●              | ●                     |               |
| Success Stories                                 | ●                       | ●                    | ●                 |                | ●                     |               |
| Web Site Design                                 | ●                       | ●                    | ●                 |                | ●                     |               |
| Trade Shows                                     | ●                       | ●                    | ●                 | ●              | ●                     | ●             |
| Competitive Positioning/Analysis                | ●                       | ●                    | ●                 | ●              | ●                     | ●             |
| <b>Business Development</b>                     |                         |                      |                   |                |                       |               |
| Acquire Customers                               | ●                       | ●                    | ●                 | ●              | ●                     | ●             |
| Recruit Reseller Channel                        | ●                       | ●                    | ●                 | ●              | ●                     |               |
| Mergers & Acquisitions                          | ●                       | ●                    | ●                 | ●              | ●                     | ●             |
| Post-M&A Business Integration                   | ●                       | ●                    | ●                 |                | ●                     |               |
| <b>Strategy</b>                                 |                         |                      |                   |                |                       |               |
| Assess Existing Business                        | ●                       | ●                    | ●                 | ●              | ●                     | ●             |
| Create New Strategy for Growth                  | ●                       | ●                    | ●                 | ●              | ●                     | ●             |
| <b>Interim Management</b>                       |                         |                      |                   |                |                       |               |
| ●   | ●                       | ●                    | ●                 | ●              | ●                     | ●             |
| <b>Fundraising</b>                              |                         |                      |                   |                |                       |               |
| Fundraising Presentations                       | ●                       | ●                    | ●                 | ●              | ●                     | ●             |
| Business Plan Authoring                         | ●                       | ●                    | ●                 | ●              | ●                     | ●             |
| Pro-forma Financial Plan Creation               | ●                       | ●                    | ●                 | ●              | ●                     | ●             |
| <b>Venture Capital Investment Due Diligence</b> |                         |                      |                   |                |                       |               |
| ●   | ●                       | ●                    | ●                 | ●              | ●                     | ●             |