

PREPP - Trigent's 1st Mile Solution for Startups

TRIGENT SERVICES FOR ENTREPRENEURS

The Entrepreneur's 1st Mile Challenge

Trigent's PREPP services help startups overcome limits in covering the first mile of their journey to their investment/funding milestone. The 1st Mile – the very first phase of a startup business is full of challenges. For today's entrepreneurs, creating a product or service offering is the first step. While money can't solve all the problems, it can solve some of them. However, only a small percentage of startups looking for money get funded in normal times. Startups have to go through considerable preparation including market research, analysis and proof of concept demonstration in order to increase the probability of getting funded.

Trigent's Solution: PREPP

PREPP is Product Research and Engineering Preparedness Partnership.

Trigent's PREPP is a 1st Mile Solution for Startups and squarely addresses these needs and improves their chance of being funded, increases the value of their venture and provides a strategic, long term partner for growth and success of the venture. **Trigent, as a trusted development partner is prepared to invest a part of the services fee and to demonstrate its commitment and share the challenges of the startup company.** This ownership is designed as show of faith and support in our clients' business and is not mandatory for Trigent to provide these services. Trigent's investment **does not** replace the need for traditional investments from groups such as angels or Vcs. The investment does not mandate Trigent's control or influence control of the venture via a shareholding or a seat on the board.

PREPP Technical Services

Trigent will provide you the technology, engineering, product development services that you need for your startup.

1. CTO Services

Trigent will provide you all the services a CTO provides you during the initial months of your venture. Specifically, Trigent will provide Research Services for Product / Solution Planning, Technology Planning Services, Services to Co-Present the Technology Vision to Investors

2. Engineering Management

Trigent will manage all the engineering, project management and resource management tasks necessary for product development.

3. Proof of Concept (POC) Development

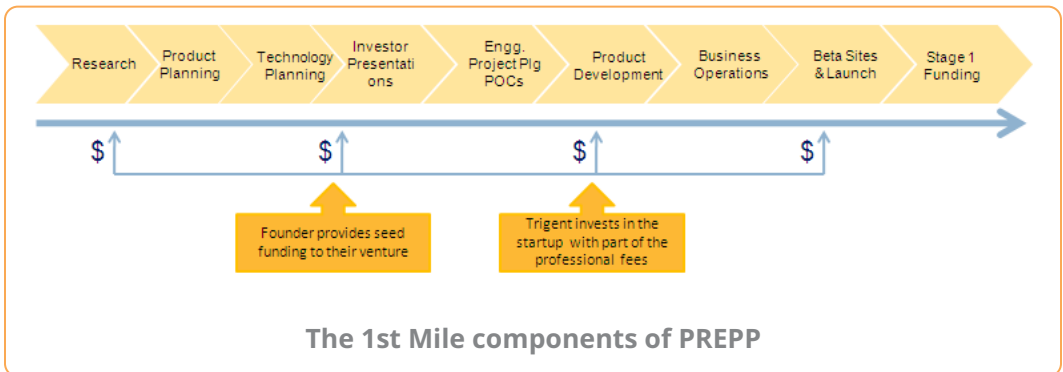
Product coding, testing and deployment services will be provided by our expert teams to meet the

specification requirements as defined by the engineering plans. Our teams will also perform a detailed requirements analysis to fully develop the technical specifications of the product to be developed.

4. Product Development and Support

Technology services include planning, execution and delivery of the product to be developed. Our service offering addresses the full life-cycle of your new product development so you realize the full potential of your vision for the product.

It was important to me that the Trigent team was excited about the work they were doing for us. Their high level of enthusiasm and commitment resulted in a completed product that exceeded my expectation in function, time, and budget. If you were ever concerned about outsourcing, Trigent will put your mind at ease." **Founder, eBusiness startup, Bloomsburg, PA**



PREPP Business Planning and Business Process Outsourcing Services

1. PREPP Business Planning Services

Trigent's finance and marketing organization is capable in helping small companies develop business plans, access market research and manage product lines.

PREPP Business Planning Services will help you develop a business plan with appropriate assumptions of market, budgeting and modeling.

2. PREPP Business Process Services

In addition to the technical services, Trigent can provide other services in the outsourced delivery model. We can provide several process outsourcing services in the areas of sales and marketing operations, finance and administration operations.

PREPP - Trigent's Investment Guidelines

- ❑ Trigent will invest after the founders or other investors completed the seed money round and a Proof of Concept product development is required
- ❑ Invest when Trigent's product development services are required for a Proof of Concept or feasibility to get to first round or angel funding
- ❑ Trigent believes the product idea has merit and will succeed in attracting further funding or succeed in the market
- ❑ Trigent will reduce a percentage of the normal fees and take a small equity in the company
- ❑ Trigent's investment does not replace the need for traditional investments from groups such as angels or VCs nor mandate Trigent's control or influence control of the venture via a large shareholding or a seat on the board
- ❑ Trigent does not expect operational involvement in the venture, except providing product development services on a contractual basis

About Trigent Software Inc.

Trigent is a privately held, professional IT services company and a Microsoft Gold Partner with its U.S. headquarters in the greater Boston area and its Indian headquarters in Bangalore. We provide consulting services in various technologies including Microsoft Solutions. Our operating model is to conduct sales, customer relationships and front-end consulting (e.g., business case, requirements, architecture) onsite with our clients and perform the detail design, development, integration, testing and quality assurance offshore at our world class development and support center in Bangalore. We are a SEI CMM Level 4 company and is ISO 9001:2000 TickIT certified organization.

For sales contact sales@trigent.com or call 508-490-6000.



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