FiscalDoctor™
Enhancing Growth & Profitability

Creative Financing Strategies for High Growth Companies – Another Way to Do It

Senior Executive Networking Group

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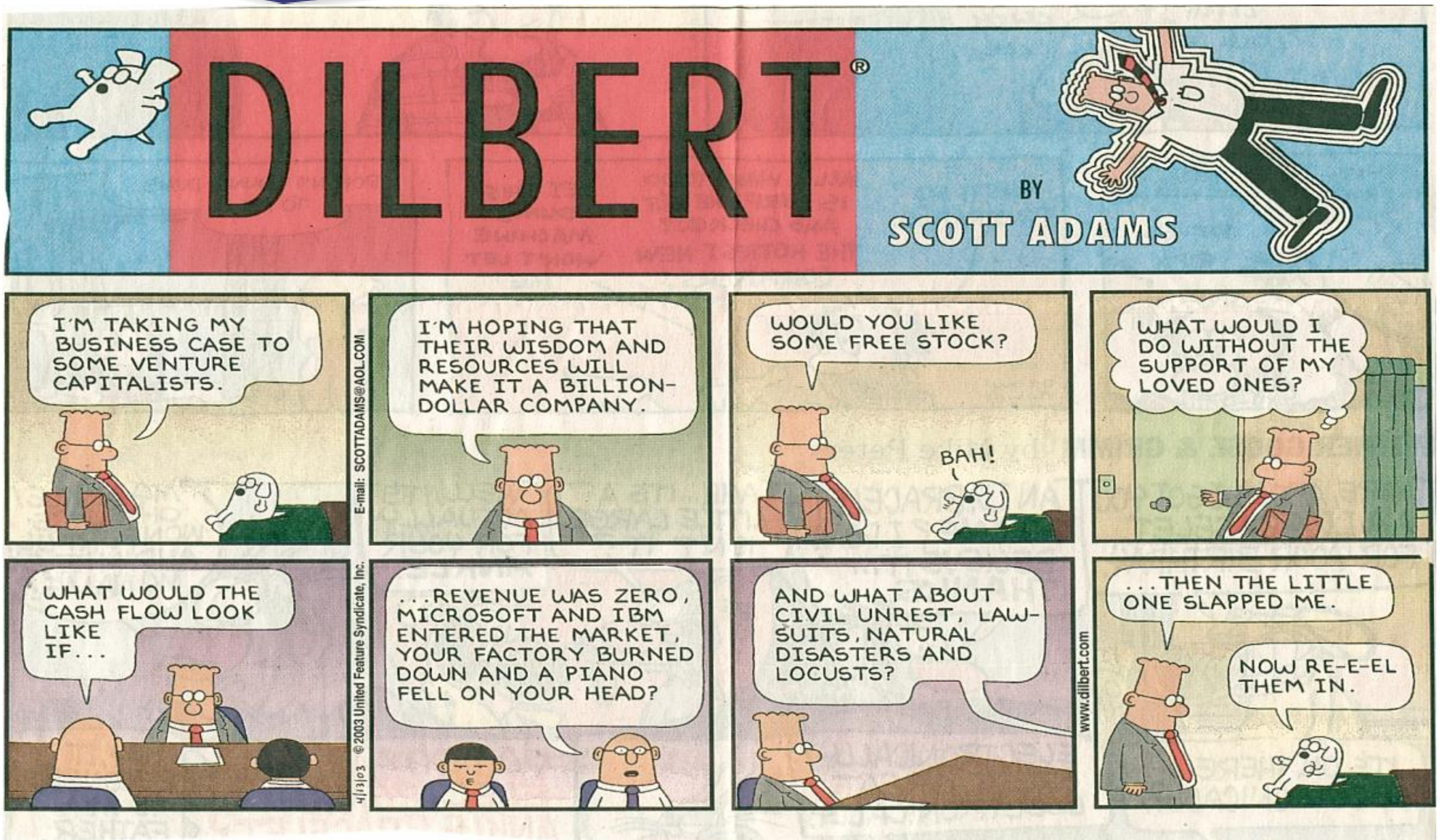
Dilbert Always Says It Best



Agenda

- What is a High Growth Company
- Why Are We Doing This Company
- 3 Primary Creative Financing Options
- How to Pick Your Best Alternative
- Recent Financing Success
- Questions

High Growth is …

- Defined by you.
- Differences Based on
  - Present Size (start up to Billion)
  - Target Size (millions to Google)
  - Resource requirements (Money, People, Material)
- Your tolerance for risk

Determining Best Alternative w Team

- Why this is a great opportunity (what customer pain it solves)
- Why are we building this company?
- How do we reach next funding level; plan on it taking at least 2 quarters?
- Where are we now (financials and product)?
- Every 6 months review briefly

3 Primary Creative Financing Examples

- Vendor and/or customer support
- Out License one sector or geographic area
- “Premium” rate on receivables / contracts, including factoring

Customers and/or Vendors

- Classic method to bootstrap
- Normally quick feedback, upfront and once underway
- Will they eat the dog food??
- Less Dilution
- Nice VC, Mean VC issue

Out License One Sector or Geography

- An Example -
- Technology start-up
- VC interest, but no checks
- Bootstrapped under 100k; Kept day jobs
- Strategic investor in one sector
- Idea to multi-million funding – 1 year

License a Sector To Build Business

Sector A Scoping → Sector A Beta → Sector A Commercialization

Sector B Scoping → Sector B Beta → Sector B Commercialization

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What Next

- Comments
- Questions

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