
Bottomline Partners



Bottomline Partners

"Growing Shareholder Value. Partnering for Results."

Overview Presentation

About Bottomline Partners

- Founders: “Big 4” and Fortune 1000 Chief Executives
- Over 200 Years Experience in Bottomline Results
- Features Four (4) Levels of Solutions
- Integrated Total Solutions (People, Process and Technology)
- Work with Your People --- Full Knowledge Transfers
- Proven Tools
- Lasting Results
- Integrity, Objectivity, Bottomline Results Assurance
- Growing to Medium Sized Companies Focus

Bottomline Partners: Key Team Member Profiles

- “BIG 4” BUSINESS TRANSFORMATION EXECUTIVE.
- FORTUNE 100 CFO and PRESIDENT.
- TECHNOLOGY CTO INNOVATOR, plus OFF-SHORE DEVELOPMENT TEAM.
- FORTUNE 1000 CEO of FOUR GROWTH COMPANIES.
- M&A TARGETS and DEAL STRUCTURING EXPERT.
- INTERNATIONAL CEO and GENERAL COUNSEL.
- TOP BRANDING EXECUTIVE FOR AOL & MARRIOTT.

Bottomline Partners Scope of Services

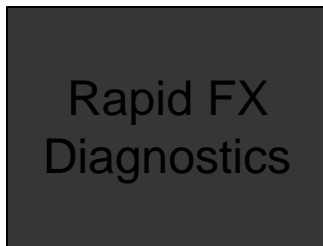
- **Profit Acceleration:** Top Line and Bottomline
- **Turbo Growth:** Strategic Actions, Timing, Resources Needed
- **Tech Power:** Innovation, Technology Enablement & Development
- **Business Processes:** Faster, Cheaper, Better
- **M&A:** Targeting, Qualifying, Deal Structuring, Capital Advising
- **PMI:** Post–Merger Integration Value Capturing
- **Talent:** Partnering Supplemental Management
- **Performance Management:** Results Tracking & Accountability
- **Executive Rewards:** Shareholder Value Incentive Plans
- **Governance:** Guidelines, Compliance, Processes (SOXCA)
- **Boards/Advisory Boards:** Selection Criteria, Roles, Compliance

Bottomline's Approach & Principles

- Built to Last Solutions
- Work With Your Team. Bottomline Direction
- Tailored Diagnostics – Specific Solutions for Your Company
- Best Bottomline Talent Each Engagement – No “green beans”
- Short-term Implementation Solutions (<12 months)
- Integrated Total Solutions – People, Process and Technology
- Four Distinct Levels of Solutions/Results Delivered
- Results Assurance

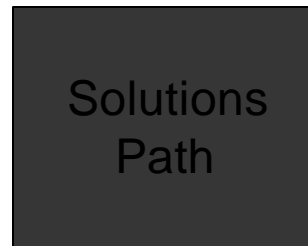
Four Bottomline Levels of Solutions

L1



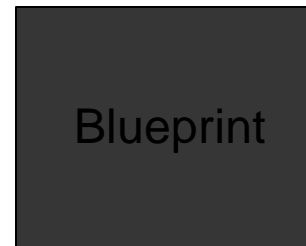
- Problem ID
- Actions Needed

L2



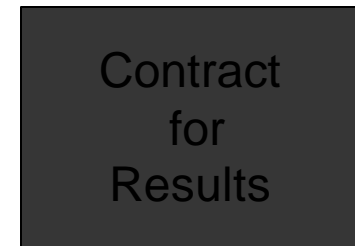
- Opportunities
- \$\$\$ Sized
- Priorities
- Resources
- Timing
- Difficulty

L3



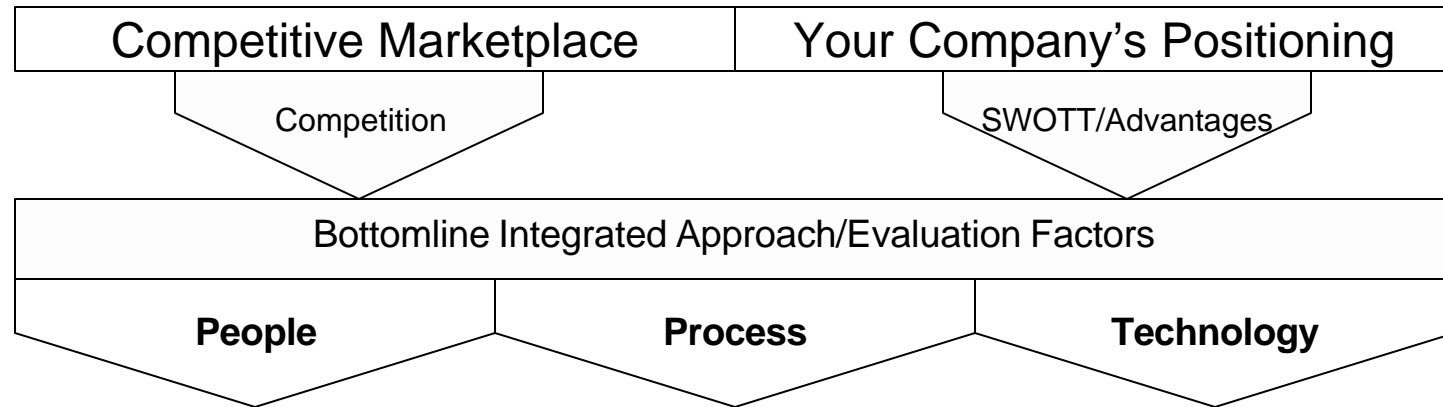
- Detailed Steps
- Workplans
- Resources
- Accountabilities
- Tracking Tools
- Project Mgt Plan

L4



- Full Implementation
- Bottomline Lead
- Progress Reporting
- Collaborative Process
- Results Assured
- Lasting Outcomes

Integrated Total Bottomline Solution Approach

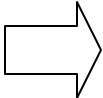
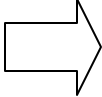


- **Competitive Analysis**
- **Benchmarks**
- **Productivity**
- **Sales Opportunities**
- **Rewards/Incentives**
- **Benefits**
- **Customer Care/Service**
- **Employee Turnover**
- **Facilities/Purchasing**
- **Organization**
- **Management Processes**
- **Shareholder Value**

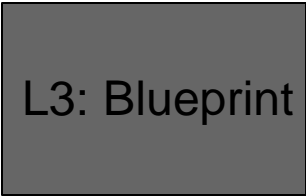
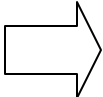
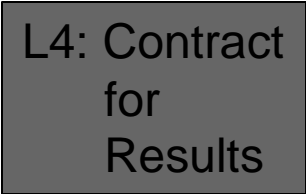
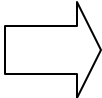
- **Competitive Advantages**
- **Revenue Growth**
- **Performance Management**
- **Sales & Marketing**
- **Cost of Goods Sold**
- **G&A Costs**
- **Strategic Business Plans**
- **Market Growth Opportunities**
- **Operations**
- **Cash Flows**
- **Drivers of Success**
- **Reporting & Tracking**

- **Gross Margins & Net Profits**
- **Revenue Drivers**
- **Financial Controls and Forecasting**
- **Pricing and Bidding**
- **Tech Power Leveraging**
- **Technology Applications**
- **Business Management Systems**
- **Information Systems**
- **Technology/Business Innovations**
- **Cost Reduction Opportunities**
- **Inventory**

What You Can Expect: Deliverables, Time, Cost

| <u>Level</u> | <u>Deliverables</u> | <u>Time (Typical)</u> | <u>Cost</u> |
|--------------------------|--|-----------------------|---------------------------------|
| L1: Rapid FX Diagnostics |  <ul style="list-style-type: none">• Problem ID• Actions Needed• Written Report• Assessment Documentation | 5 to 7 days | Mutually Agreed Upon by Scope |
| L2: Solutions Path |  <ul style="list-style-type: none">• Opportunities ID• \$\$\$ Sized• Resources Needed• Priorities• Timing• Difficulty• Written Report | 5 to 10 days | Determined by Work Requirements |

What You Can Expect: Deliverables, Time, Cost

| <u>Level</u> | <u>Deliverables</u> | <u>Time (Typical)</u> | <u>Cost</u> |
|---|--|----------------------------|---|
|  |  <ul style="list-style-type: none">• Detailed Steps• Workplans• Resources Needed• Accountabilities• Tracking Tools• Project Mgt Plan | 5 to 10 days | Determined by Work Requirements |
|  |  <ul style="list-style-type: none">• Full Implementation• Bottomline Lead• Progress Reporting• Teams Driven Process• Results Assured• Lasting Results | Collaboratively Determined | Depends Upon Resources Needed From Bottomline |

Bottomline Partners

“Partnering For Results”

