

Why Collaborate with CAIL ?

To –

A. Increase the Rewards

B. Reduce the Risks

... with more Investor Value Add

-- in --

**1. Supporting Entrepreneurship
- with Founders**

**2. Venture Investing
- with other Investors**



Ronald Thompson

CEO, CAIL



CAIL Systems Inc.

**Software Business
Business Innovation**



CAIL Ventures

Venture Investing

CAIL



Theme : Networking to –

- 1. expand opportunities**
- 2. leverage our respective capabilities for advantage**
- 3. reduce business / investment risk**
- 4. improve due diligence effectiveness and efficiencies**
 - make supporting innovation & entrepreneurship more rewarding**

*Enterprise Software for Connectivity,
Security, and to Modernize Information
Services*

A. Clients – Bank of America, Barclays,
JP Morgan Chase, Deutsche Bank, AT&T,
Wells Fargo, State Street, US Foods, etc.

**The CAIL
Software
Business**

Relevance –

- extensive knowledge of Enterprises
... IT and Business
- familiarity with many systems,
interfacing / APIs, data
communication protocols, etc.
- high credibility with proven products
and strong customer support

To make Innovation in Enterprises more rewarding

B.

CAIL Focus –

- **To enable Clients meaningfully increase relevance and revenue with new digital services**
- **Mitigating the risks associated with change and evolving the organization**

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Business

Innovation

Strategy –

**Collaborate with Client decision makers and those in the Innovation Ecosystem to effect change and improve outcomes
.... The Networking Model**

CAIL

Focus on ventures having software for enterprises

C.

- **Funded +30 young technology companies**
- **Invest in businesses with a significant opportunity and can meaningfully improve outcomes for Customers**
- **Collaborate with others having different and complimenting skills and experiences – to more quickly assess venture potential, better structure investment terms, increase investor appeal, etc.**

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Venture

Investing

Strategy –

Invest in Founders who are very – talented, ambitious, results oriented, resourceful, learn fast, strong work ethic, wants investors who add value (Smart \$), good at collaborating, make good decisions, can recognize and manage risk, etc.

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Value

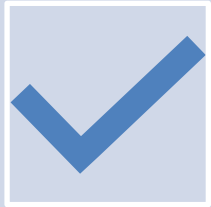
Proposition

– **Extensive knowledge and experience in –**

- **Technology**
- **Business Innovation**
- **Venture Investing**

– **Partnering / Collaboration Mindset**

.... to be better positioned to identify and make good on opportunities



Next Steps



Looking forward to sharing insights on –

- A. Opportunities**
- B. Improving outcomes**
- C. Leveraging our respective competencies for advantage**