



About Us

Entree Network, LLC ("TEN") works with select private firms as well as publicly traded entities which need strategic assistance. Although our client focus is on U.S. based entities, our team members have assisted clients and consummated transactions on six continents, and we welcome publicly traded as well as established privately held foreign firms to contact us. Our network of advisors and investors is comprised of individuals and organizations with experience and networks in a wide variety of industry sectors and technical disciplines.

Substantially all our associates come from high quality references, including certified public accounting firms, venture capital groups, financial institutions, law firms and successful business owners with whom our network members have worked in the past. We have found that this approach not only provides our group with higher quality access, but also contacts that more closely match the requirements we are seeking for our client base. In many cases, these contacts will be friends or clients of the referring source.

TEN encourages companies and individuals to refer quality prospects that meet our criteria for engagement acceptance. Subject to applicable rules, we are pleased to pay a finder's fee to referring sources. TEN frequently works with other quality professional services firms on joint assignments when the necessity of such external technical skills is appropriate and beneficial to the client.

TEN encourages the submission of proposals by minority owned firms that meet our criteria. We also have alliances with professional firms that specialize in assisting minority owned entities to ensure that all appropriate benefits, grants, and credits are received by such firms.

Although the scope of TEN's services and client base are international, TEN is a North Carolina based entity which supports the efforts of regional associations that help foster growth in the SE corridor. We also support the area not for profit associations.



Our Capabilities

The TEN Team is comprised of a network of advisors with many years of highly relevant management and technical experience. All of the TEN team members have exceptional, high level networks which can be especially valuable to established as well as growth stage clients. Areas of concentration include:

Key Business Introductions

Capital Sourcing

Mergers & Acquisitions

Short Term Executive Assign.

Mentoring/Training

**Board of Directors
Assignments**

Strategic Planning

Systems Integration

Business Plan Analysis

Outsourcing Assistance

Political Introduction

Turnaround Management

Business Valuations

Sales/Marketing Assistance

Business Plan Development

TEN works with our clients' professional services providers to help ensure the most cost efficient and timely approach to achieving the objectives at hand. We will provide valuable feedback and recommendations on most documents, presentation materials, and other relevant information prepared by our clients; our clients maintain responsibility for retaining their own legal counsel, tax counsel, and certified public accountants to make final determinations in the respective areas. TEN can assist clients in obtaining high quality representation for legal, tax and accounting matters through a broad network of professional alliances we have with professional firms with whom our team members have assisted on previous projects.



Client Criteria

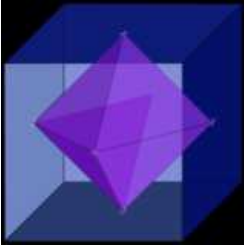
TEN seeks clients who desire to have our firm partner with them on a strategic, long-term basis. Our privately held clients will generally be either established entities, or newer firms which are "revenue ready" and have the demonstrated capacity to achieve in excess of \$10 million in revenues within three years. TEN can also assist development stage companies which are committed to either licensing their products or technology to a larger established firm, or which are committed to forming a strategic alliance with an established entity.

Our clients will generally demonstrate some compelling competitive advantage relative to the competition. In addition, we focus on companies with superior management which is already in place or identified. As the TEN team possesses significant experience across many business sectors, we do not have a purposeful industry focus. In substantially all cases, our clients will be able to demonstrate a major opportunity which can be exploited within the next twelve months.

Our Engagements

Our engagements are structured to foster a long-term, strategic partner approach with our clients. For this reason, our assignments normally comprise assistance in multiple areas to ensure that our client firms have the greatest likelihood for reaching their fullest potential. Although select engagements with certain public as well as private clients may entail the accomplishments of only a single mission in a relatively short timeframe, our projects are generally six to twelve months in duration. In some circumstances, particularly those involving the placement of high profile individuals on corporate boards, turnaround situations, and utilization of interim executive management talent, clients will desire a more extended engagement arrangement. We have the capability of putting full-time consultants in place on behalf of a client, although our focus is to provide strategic assistance to an established management team already in place.

Fees are structured to be consistent with our long-term, strategic partner approach. Most engagements consist of engagement and professional project fees, coupled with a mutually agreed success fee based on specific objectives being attained. A portion of the success fee arrangement almost always consists of some form of long-term equity participation, generally in the form of warrants or options with specific rights. TEN will generally not accept restricted stock in private companies as a basis for compensation due to unfavorable tax consequences.



Initiating the Process

Prospective clients should contact TEN via [e-mail](#), phone, or fax and provide a brief summary of their company, their objectives, and present circumstances. We generally require either an Executive Summary or some form of written overview as a basis to initiate our review. Most initial communication will be via e-mail and we strongly encourage prospective clients to utilize e-mail as the basis for communicating initial written documentation on their firm. In most cases, we can review and respond to prospects' overview information within three business days. TEN does not charge a fee for an Executive Summary overview, and thus we generally do not solicit a full business plan from a prospect until we have reviewed the Executive Summary, and through discussions with our prospect, have mutually agreed that the client attributes meet the criteria for becoming a TEN client.

Due to our process of partnering with our clients, TEN is selective in accepting prospects. Substantially all of our clients are derived from a referral process, although we receive a significant quantity of unsolicited proposals from a diverse group of companies. Due to the volume of proposals received and our desire to focus resources on being able to timely respond to opportunities and to properly service existing clients, TEN will generally not review business plans from prospects, travel to remote prospect locations, or engage in substantial technical reviews of client information until the Executive Summary has been reviewed and the parties have subsequently concluded that a further exploration of a strategic relationship between TEN and the client is appropriate. TEN has a policy of destroying rather than returning written documents we receive for prospects that do not become TEN clients.