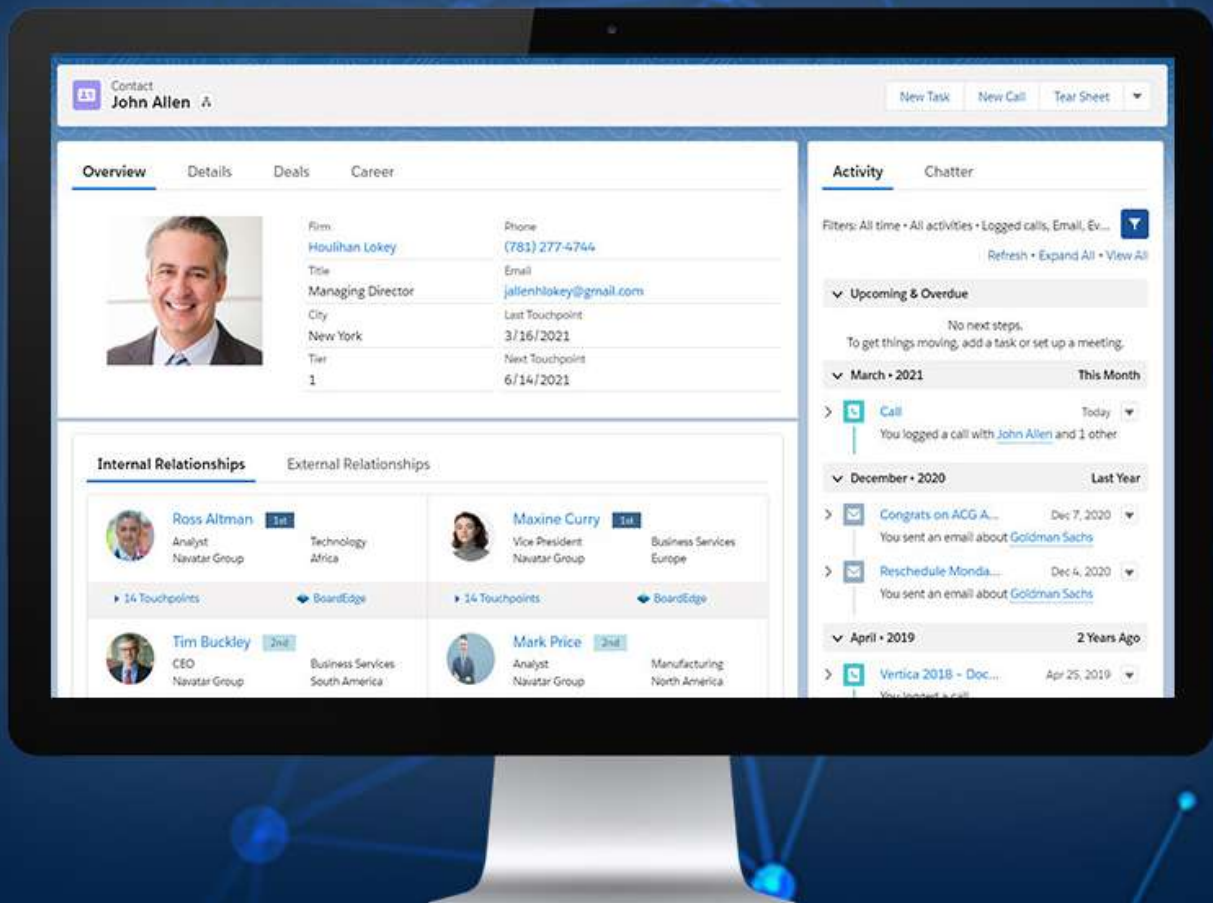


NAVATAR®



The intuitive and intelligent corporate development platform for deal origination, relationship and pipeline management designed for today's online world.

Platform Overview

Our out-of-the box deal platform streamlines the investment lifecycle. It easily captures all relationships and interactions, turning them into intelligence that drives superior sourcing and evaluations.



Relationship Management

Define relationships in a way natural to your deal process, including role and past deal reactions, to map a true picture of activity within your deal ecosystem.



Active Deal and Pipeline Management

Translate interactions, relationships and data gathered in the deal setting into intelligence that drives M&A activity and strategic partnerships.



Business Development

Create a systematic program that streamlines outreach and increases touchpoints with the business units across your company and watchlist targets.



Intermediary Deal Sourcing

Create sector and performance driven intermediary coverage strategies based on intelligence gathered from actual deal history and outcomes.



Project Management

Seamless collaboration with internal and external stakeholders to efficiently move deals through evaluation, due diligence and post-merger integration.

Built On the World's #1 Leader in CRM - Salesforce

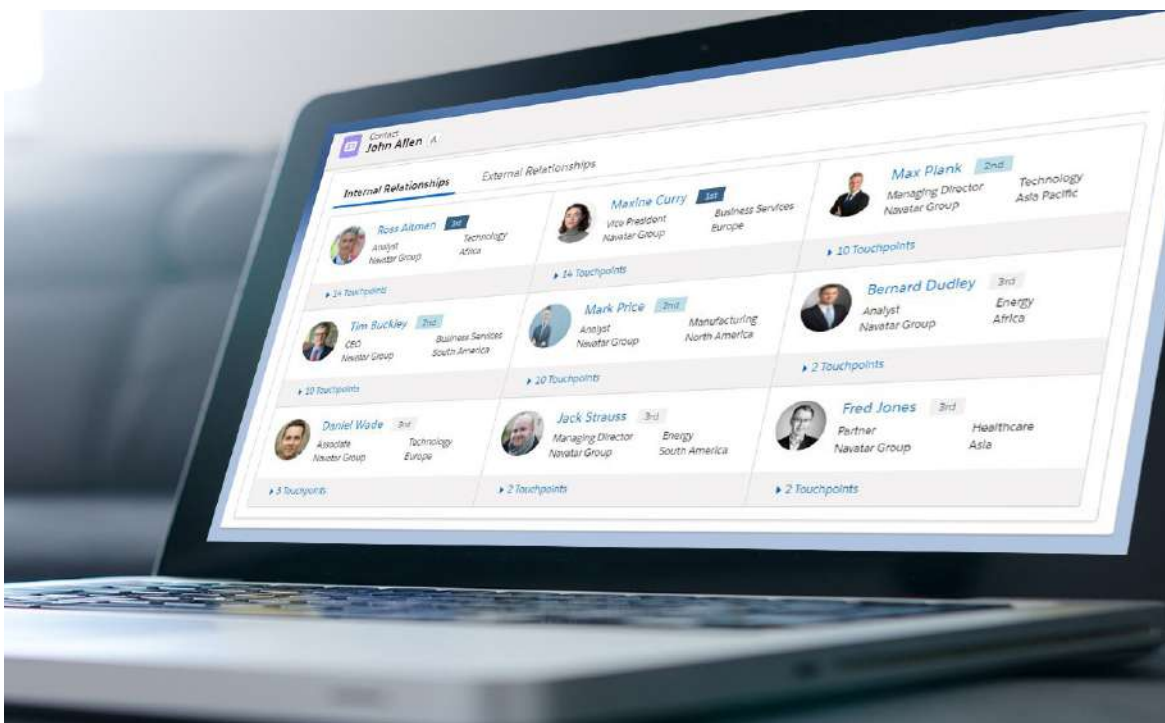
Our platform leverages Salesforce technology - the world's leading CRM combined with business and artificial intelligence – offering you unparalleled flexibility, insights, customizability, connectivity, and security.



Relationship Management

Define relationships in a way natural to your deal process, including role and past deal reactions, to map a true picture of activity within your deal ecosystem.

Institutionalize relationship intelligence buried in individual inboxes, folders and Excel files. Automatically capture interactions between target companies and the different teams within your organization, including the corporate development team and other business units. Identify who within the company has strong relationships with partners, competitors, intermediaries and other firms to increase efficiency and qualification of M&A opportunities. Arm yourself with a 360-degree view of an individual or institution ahead of your next meeting. Track your connections and their history as they move from firm to firm.



Identify Connections

See how people inside and outside your firm are connected to a company, institution or individual.



Evaluate Strength of Relationship

Understand strength of each relationship with scoring based on criteria you define.



Systematic Coverage

Standardize coverage plans with simple user-generated, criteria-based notifications and reminders.



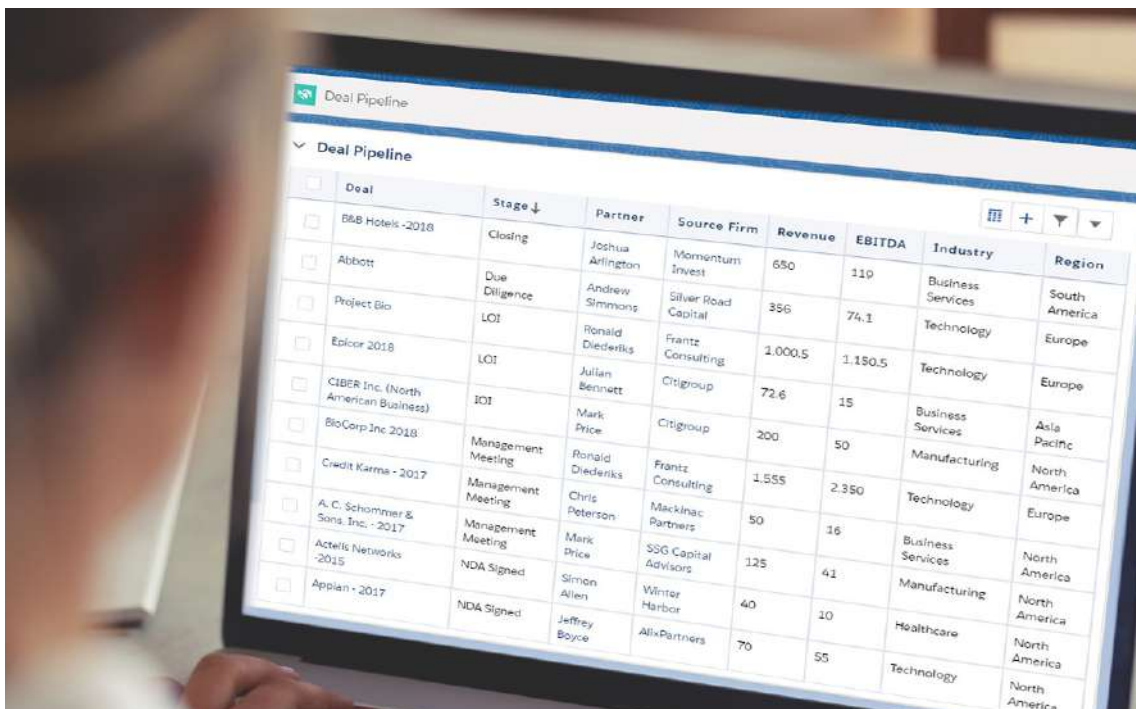
Integrate with 3rd Party Data

Combine your network with third-party data to uncover second- and third-degree connections.

Active Deal and Pipeline Management

Translate interactions, relationships and data gathered in the deal setting into intelligence that drives M&A activity and strategic partnerships.

Move deals through your unique stage driven process, store key deal documents and report on key metrics from the active pipeline. Create flexible reports and dashboards specific to the needs for your C-Level Executives. Easily access, share, and search external data from internal systems.



Deal	Stage	Partner	Source Firm	Revenue	EBITDA	Industry	Region
B&B Hotels -2018	Closing	Joshua Arlington	Momentum Invest	650	119	Business Services	South America
Abbott	Due Diligence	Andrew Simmons	Silver Road Capital	356	74.1	Technology	Europe
Project Bio	LOI	Ronald Diederiks	Frantz Consulting	1,000.5	1,150.5	Technology	Europe
Epicor 2018	LOI	Julian Bennett	Citigroup	72.6	15	Business Services	Asia Pacific
CIBER Inc. (North American Business)	LOI	Mark Price	Citigroup	200	50	Manufacturing	North America
BioCorp Inc 2018	Management Meeting	Ronald Diederiks	Frantz Consulting	1,555	2,350	Technology	Europe
Credit Karma - 2017	Management Meeting	Chris Peterson	Mackinac Partners	50	16	Business Services	North America
A. C. Schommer & Sons, Inc. - 2017	Management Meeting	Mark Price	SSG Capital Advisors	125	41	Manufacturing	North America
Actelis Networks -2015	NDA Signed	Simon Allen	Winter Harbor	40	10	Healthcare	North America
Applan - 2017	NDA Signed	Jeffrey Boyce	AllixPartners	70	55	Technology	North America



Measure Pipeline Performance

Track and measure pipeline performance against acquisition strategy.



Improve Pipeline Conversion

Understand how deals drop off between stages, profiles that take longer to close and identify processes that can be optimized.



Improve Collaboration

Establish smoother collaboration between legal, finance, IT and external advisors and provide a full audit trail of tasks between teams.



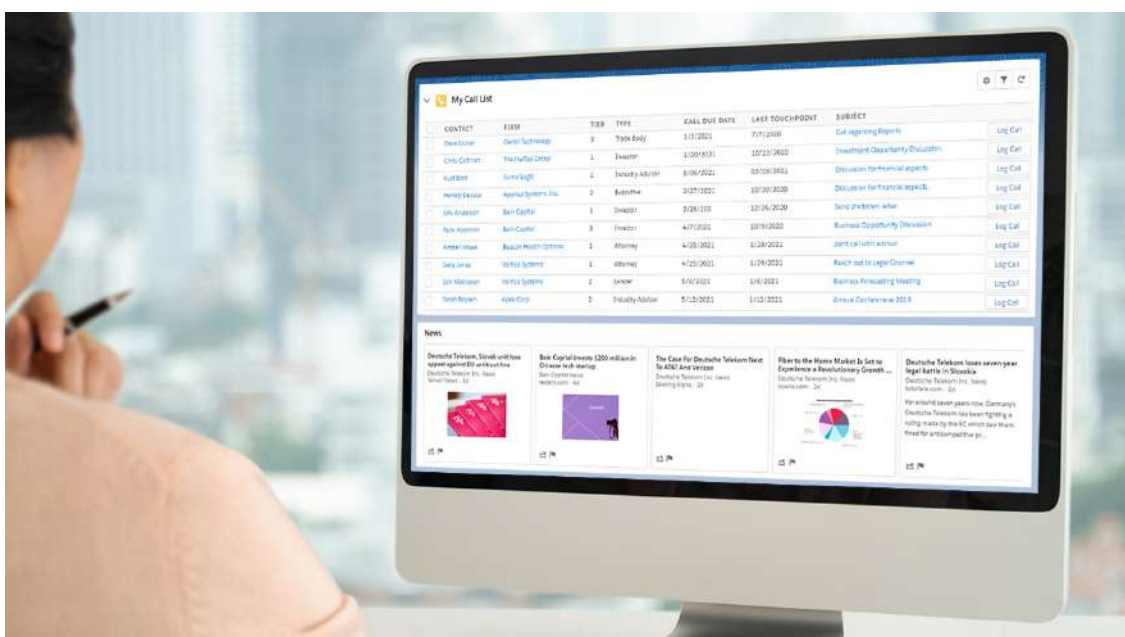
Prepare for Internal Investment Committee

Establish institutional memory across the deal evaluation and due diligence processes so that all deal information can be easily summarized.

Business Development

Create a systematic program that streamlines outreach and increases touchpoints with the business units across your company and watchlist targets.

Ensure knowledge and interactions embedded in business units are incorporated into your market maps and watchlist company intelligence. Easily import third party company data and generate target lists, based on your investment thesis. Systematize coverage with user-driven criteria for individual and team outreach programs, assign ownership, plan cadence, capture activities automatically and record follow-up tasks. Ensure conversations are informed by full history of deals, interactions, shared contacts and recent events. Establish long-term watchlist nurturing with outreach reminders/tasks along user-defined cadence.



Alignment with Business Units

Implement a systematic process to collaborate with business units on the deal sourcing pipeline.



Analyze KPIs by Segment

Segment business development performance by sector, company size, type or any other tracked category.



Develop Watchlist

Develop referral sources through extended firm network and create market maps with internal/external data.



Track Outbound Performance

Measure and prioritize higher conversion tactics and automate reporting to key stakeholders.

Intermediary Deal Sourcing

Create sector and performance driven intermediary coverage strategies based on intelligence gathered from actual deal history and outcomes.

Capture and track all inbound deals, referrals, sources and related documents directly from your inbox, increasing productivity and adoption to develop a 360 degree view of all your banker relationships. Execute a tier-based approach to intermediary engagement with automated reminders to maintain breadth and depth of coverage. Notify relationship owners when inbound volume changes to stay on top of important intermediaries and referral sources. Set and track progress against coverage KPIs and automate delivery reporting to internal key stakeholders.



Develop a Tiering Strategy

Visualize deal flow and quality over time by tier, sector, source firm and individual and create segmented views and reports.



Identify Coverage Gaps

Compare inbound deal flow to market transaction data to assess coverage depth and grow network in underpenetrated segments.



Assess Relationship Quality

Understand relationship quality with user-driven scoring logic based on actual deal history and performance.



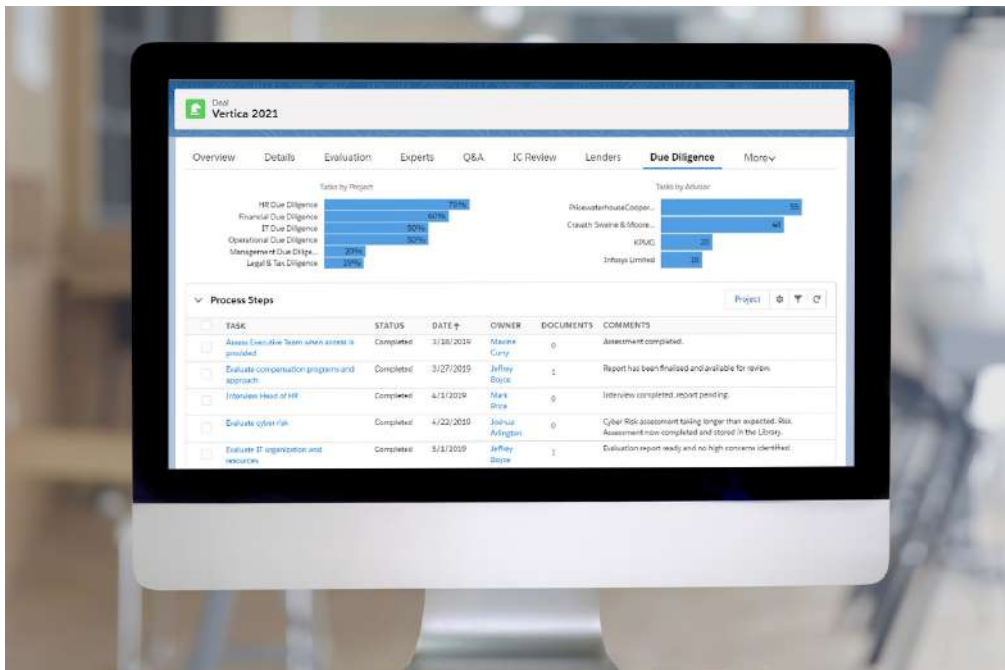
Track Recent Moves

Tag multiple roles and companies to a banker as they change jobs. Transfer past deals, activities and communications to the banker's new firm.

Project Management

Seamless collaboration with internal and external stakeholders to efficiently move deals through evaluation, due diligence and post-merger integration.

Manage multiple project workstreams to improve collaboration and increase efficiency with departments and vendors. Create an intuitive virtual workspace that integrates project management and document management that all stakeholders can easily collaborate on. Track task progress, signoffs, and send automated reminders on outstanding items.



Executive Visibility

Real-time project progress, missed deadlines and action steps for executives and business units. Built-in reporting for senior management.



Streamline Post Merger Integration

A workspace for integration teams to run post acquisition activities, allowing corporate development team to leverage that data for future value creation.



Optimize Resource Utilization

Real time staff management to ensure resources are not stretched across multiple diligence or integration projects.



Improve Vendor Relationships

Build strong vendor relationships for future projects and referrals by tracking expertise, fees and performance.

User Experience Simplified

Intuitive, configurable user interface helps you function with minimum mouse clicks. Minimize data entry burden by integrating toolsets so dealmakers can enter data without changing how they work.



Outlook Connector

- Manage and create deals directly from Outlook
- See the CRM relationship history on each contact in Outlook



Multi-Tagging

- Link meetings and emails to multiple entities, contacts, and deals
- Tag deals to multiple companies, deals and contacts from Outlook



Mobile

- Mobile friendly UI to easily create new contacts, companies, tasks and deals
- Choose the fields and layout that optimizes your workflows



Flexible Dashboards & Tearsheets

- Drag & drop functionality for easy report/dashboard configuration
- Set up automated report delivery and specify the cadence



Data Integrations

- PitchBook, S&P Capital IQ, Factset
- Sutton Place Strategies, Equilar, RelSci
- LinkedIn



Excel-Like Interface

- Use Navatar's Excel-like interface to edit deal info (in-line or bulk editing)
- Navatar's Excel plugin also syncs deal information from Excel into the CRM



Document Management

- Navatar users can access, share, and search external data from systems like SharePoint

Built on World's #1 Leader in CRM - Salesforce

Our platform leverages Salesforce technology - the world's leading CRM combined with business and artificial intelligence - offering you unparalleled flexibility, insights, customizability, connectivity, and security.

Intelligence

Tableau Provides Insights and Trends

Business and artificial intelligence platform provides unparalleled insights to improve every aspect of your investment lifecycle.

Flexibility

Easily Adaptable User Experience

Easily configurable user interface to add or modify screen layouts, reports, dashboard, workflows and fields.

Accessibility

Fully Functional Across Any Device, Anytime

Stay connected and perform all the tasks on the go from your mobile phone.

Connectivity

Every App Connected to Salesforce

Easy connectivity to other applications the firm is using to streamline and make processes more efficient.

Security

Absolute Data Security and Compliance

The most secure, compliant infrastructure available through Salesforce servers means your most confidential information is secure and GDPR compliant.

Protection

Your Most Valuable IP Stays Secure

Salesforce architecture guarantees your unique business process is not exposed to other Navatar clients.



Get In Touch

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