

Press Release
Landau, January 2017

In Demand: T-Shaped Professionals for Expert's Reports

T-Shaped: Interdisciplinary cooperation and expertise on special subject

For both venture capital companies as well as Investors, professionals from German company Mainframe Beratung AG are in great demand acting as evaluators for complex ICT systems.

Increasing competition and deadline pressure in the acquisition of promising startup companies forces venture capital companies and investors to conduct a structured and transparent due diligence of the startup companies.

To the aspiring entrepreneur, experienced founders, managers and investors offer all possible support. But in turn, investors ask a lot from their startup entrepreneurs - elaborated business models with realistic expectations, fulfillment of precisely defined technical milestones, and a high dedication to their work.

It is at this point where third party assessments become very valuable. Specialists from Mainframe AG have developed a **detailed performance process** able to conduct a **due diligence** both **preceding an investment** as well as **during a recurring evaluation and milestone check**. This leads to a well documented result for all parties involved.

Mainframe AG's evaluation scheme has already helped to develop a number of success stories for venture capital companies, investors and consulting companies working in the ICT industry. It will also help your company to gain an in-depth assessment of how your investment is performing.

Check – Criteria	actual	target 2 month	target 4 month	target 6 month	target 12 month	max	nominal value
1 Gate 1: Design of a new product	7	7TabCheck				52	26
2 Gate 2: Structured product enhancement	5	A B				28	14
3 Key parameter in SW design	3	360°				21	14
4 Status of documentation prototype	13	D C				63	21
5 Key parameter for SW applications	5					18	12
6 Key parameter development and test	7					24	16
www.mainframe-ag.de							
7 Positioning and appointments of dates	- Management Overview - Early winning points and long term forecasts						

Mainframe AG's **expertise** allow for a recurrent evaluation enabled by clearly structured target achievement criteria, and always taking risks and possible show-stoppers into account.

Their expertise covers all stages of the process such as a **technical evaluation** of products, the evaluation of the possible market opportunities, go-to-market strategies as well as the **assessment of product values** as a basis for negotiations.

A standardized classification scheme enables the evaluation of technical ideas and approaches and draws up the balance sheet of the created product values:

- **7TabCheck** In advance of an investment, the 7TabCheck captures the company's and product's technical key indicators. The aim of this standard check is a periodical evaluation of the milestones achieved and progress made.
- **360°Check** This Check provides clear conclusions regarding the break-up value and going concern value being derived from the target company's maturity level. It also depicts a balance of all product values being generated. Being designed as an add-on of the 7TabCheck, this check emphasizes the created product values focusing on the market chances and risks.

Mainframe Beratung AG company was founded in 2009 and helps customers in various industries such as telecommunications, insurance as well as venture capital.

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