Define Investment Characteristics

Manage Deals

Investments List

DEAL DASHBOARD

You have not yet initiated a deal   Add a Deal

1) Establish Deal Basics:

Deal Name

Please Select/Invite a Deal Manager

Select ▼   from org members (at this point only admin)

Invite Deal Manager

✕

NEXT

The Admin selects themselves as the deal manager. They have the option to invite someone else to be the deal manager, in which case the modal invite window would pop up (the offereing of the deal manager position would be inherent with the click of the "invite deal manager" btn IE the email sent to the selected individual would state that they are accepting the role of deal manager, and their acceptance would provide them with the alllowances/abilities of a deal manager. Once the admin declares themselves a deal manager, they are effectively granted an additional role, and bestowed with the abilities/accesses of the deal manager role, without having to sign back in as a different principal. Prior to engagement through SS an external (out of band) contact will be made between the two orgs. During that contact, the Investor will get the email address of the contact in the Investee org. An e-mail invitation is sent to this contact, to establish deal initiation through SS. The e-mail is sent following the characterization of the deal (setting objectives/reassessing processes/functions)

YOU HAVE NOT YET INITIATED A DEAL

INITIATE DEAL CONFERENCE

Next the Admin must initiate a deal conference with the investee team contact. After the contact has recieved the invitation containing place key they will be prompted to establish their own place in the investees space. Once the investee team contact accepts the place key/ establishes their space, a deal conference space will be established.

2) Set Deal Objectives:

ON	New Market		ON	Culture
ON	Personnel		ON	Intellectual Property
ON	Brands		OFF	Risk Management
OFF	Capacity		ON	Assets & Liabilities
OFF	Equity		ON	Profitability
ON	Cash Flow		OFF	Customers
ON	Product Development		OFF	Product Operations

SAVE   NEXT

The Deal Manager sets the objectives based on the intents declared on the investment screen. The objectives will remain specific to each new deal. The user is navigated through the initial deal characterization before they contact the other deal party

3) Override Processes / Functions:

| ON | Human Resource Management | ON | Technology and Process Development |

| ON | Operations | ON | Procurement, Logistics, Distribution |

| ON | General Management and Infrastructure | ON | Customer and After Sales Service |

| ON | Product and/or Service Development | ON | Marketing, Sales, and Customer Accounts |

SAVE NEXT

The Deal Manager has the opportunity to override the established invetment processes/functions for each new deal.

Deal Teams: DEAL: Chesnut ◀

Human Resource Management

Add Manager

Will assemble this team

Technology and Process Development

Add Manager

Operations

Add Manager

Procurement, Logistics, Distribution

Add Manager

✕

Name

E-mail

Add a Message...

Send

General Management a

Add Manager

Customer and After Sa

Add Manager

Product and/or Service Development

Add Manager

Marketing, Sales, and Customer Accounts

Add Manager

Having established the deal characteristics the DM is now directed to establish Deal Teams (which have been pre-defined by the set processes/functions). The Deal Lead must add a Manager to each team; this Manager is responsible for adding members to their team. Because this is the first established deal, the Deal Lead is prompted to send an invitation e-mail to the new Manager; after the Manager has accepted, they are added to the inventory of organization members, and can be selected in future deal team development. Each E-mail acceptance automatically establishes a new seat. Once a second member has accepted a position in the Org. the messenger function appears. After the team mangers have assmbled their teams, this screen will be displayed as one of the two heat maps. (because the teams have not been populated with team members/ tasks yet their proportions/colordensities are the same.) this will change as teams grow/complete tasks

Messenger 💬

Deal Teams: DEAL: Chesnut ◀

Human Resource Management

TM: Lily Baez

Technology and Process Development

[Add Manager]

Operations

[Add Manager]

Procurement, Logistics, Distribution

[Add Manager]

General Management and Infrastructure

[Add Manager]

Customer and After Sales Service

[Add Manager]

Product and/or Service Development

[Add Manager]

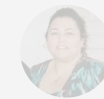*Marketing, Sales, and Customer Accounts*

[Add Manager]

Technology and Process Development

[Add Manager]

The Deal Lead would like to add an Advisor to one of the teams. To do so they must first enter the appropriate team space. They click the HR button to enter the HR team space.

Messenger 💬

Human Resource Management   TM: Lily Baez

THIS TEAM DOES NOT HAVE AN ADVISOR

Add Team Advisor

Advisors

Add an Advisor to Team   ✕

James Basu (TechySpot)	Select Team ▾

Joan Fraser (Systems Engineer)

Jay Correia (Project Manager)

Susan Essman (Security Engineer)

Don Rossetti (IT Analyst)

Cheryl Eves (3 Group)

Select   Cancel

Once in the team space the DM navigates to the Advisors section. They are prompted to add an advisor to the team (because they have not yet added one); as with the BD Team, the DM is presented with a modal window with a hierarchy divided by Advisor Managers and their teams. The Admin has the option to select individual team members or the whole Advisor Team.

Messenger 💬

SwiftScale

Inv. Space:1   Juan Davis ◀

Deal Teams

Wall   **Advisors**   DEAL: Chesnut ▼

Objectives

Processes/Functions

Human Resource Management

Teams

Deal Conference

Deals Dashboard

Joan Fraser
SYSTEMS ENGINER

Susan Essman
SECURITY ENGINEER

The DM would like to initiate the Deal Conference with the Investee, to navigate to the Deal Conference space they open the deal menu, and select Deal Conference.

Messenger 💬

YOU HAVE NOT YET INITIATED A DEAL CONFERENCE

INITIATE DEAL CONFERENCE

✕

Name

E-mail

Org (optional)

Add a Message...

Send

Prior to engagement through SS an external (out of band) contact will be made between the two orgs. During that contact, the Investor will get the email address of the person deemed is contact in the Investee org. That's how the relationship starts. An e-mail invitation is sent to this contact, to establish deal initiation through SS.

Messenger 💬

SwiftScale

Deal Teams:

| Wall | Advisors | DEAL: Chesnut ▼

Objectives
Processes/Functions
Teams
Deal Conference
Deals Dashboard

Human Resource Management

Request DD
Artifacts

Technology and Process Development

Request DD
Artifacts

TM: Alex Katz

Operations

Request DD
Artifacts

TM: June Thomas

Procurement, Logistics, Distribution

Request DD
Artifacts

TM: Abe Copple

General Management and Infrastructure

Request DD
Artifacts

TM: Charles Jencks

Customer and After Sales Service

Request DD
Artifacts

TM: Rem Koolhaas

Product and/or Service Development

Request DD
Artifacts

TM: Marcy Lott

Marketing, Sales, and Customer Accounts

Request DD
Artifacts

TM: Gary Shandling

Technology and Process Development

Request DD

TM:

The Team Leads have accepted their invitations and assembled their teams. The deal manager would like to send a request for the appropriate DD documents. They review the list for HR mgmt. and save the list (complete with new edits) for the team lead for review. After reviewing the list the Team Lead sends it to the investee to compile the necessary artifacts to send back for review.

Messenger 💬

CoP Module:
Manufacture of Mattress/General Managment and Infrastructure/ Personell

Change ✕

1. All management employment contracts, "golden parachute agreements," severance agreements, consulting agreements, "stay" agreements, and agreements not to compete to which the Company is a party.

Edit ⊗

2. All labor contracts, collective bargaining agreements, union agreements, and any consents, waivers or amendments.

Edit ◎

3. An organizational chart which lists the name and title of each divisional Vice President and Director. Include the number of direct reports by functional area under each Manager.

Edit ⊗

4. A list of the executive employees of the Company, and employees of the Company whose total annual compensation is in excess of $100,000, including the dollar amount of each such employee's total annual compensation.

Edit ⊗

5. With respect to each employee benefit plan:

Edit ⊗

a) copies of such Employee Benefit Plan and any related trust, insurance policy, annuity contract, or other funding vehicle;

b) the most recent favorable determination letter or tax exemption letter issued by the Internal Revenue Service ("IRS");

|

f) a description of the funding status and non-funded liability of each Employee Benefit Plan, including but not limited to executive compensation, severance pay, and retiree medical plans; and

g) all actuarial and financial reports prepared during the last three years with respect to such Employee Benefit Plans.

6. All labor contracts, collective bargaining agreements, union agreements, and any consents, waivers or amendments.

Edit ⊗

Save | Send

Artifacts

The Team lead can edit the list of DD artifacts to be collected. The initial list has been provided by swiftscale, and is tailored to the characteristics of the industry and investment.

Messenger 💬

1. All management employment contracts, "golden parachute agreements," sever-
ance agreements, consulting agreements, "stay" agreements, and agreements not to
compete to which the Company is a party.   [Edit Docs]

2. All labor contracts, collective bargaining agreements, union agreements, and
any consents, waivers or amendments.   [Edit Docs]

3. An organizational chart which lists the name and title of each divisional Vice
President and Director. Include the number of direct reports by functional area
under each Manager.   [Edit Docs]

4. A list of the executive employees of the Company, and employees of the Com-
p...   [Edit Docs]
d...

Add Docs   ✕

*Please provide copies of employee benefit plans and any related trust, insurance policy, annuity
contract, or other funding vehicle*

EMPLOYEE_BENEFIT_PLANS_11	📁	⊗
EMPLOYEE_BENEFIT_PLAN_Juno.pdf	📄	⊗
BENEFIT_PLANS_11_2	📁	⊗
POLICIES_11_1	📁	⊗
POLICIES_11_davies.pdf	📄	⊗

[Upload another file or directory]

[Done] [Cancel]

f) a description of the funding status and non-funded liability of each Employee
Benefit Plan, including but not limited to executive compensation, severance pay,
and retiree medical plans; and   [Add Docs]

g) all actuarial and financial reports prepared during the last three years with
respect to such Employee Benefit Plans.   [Add Docs]

6. All labor contracts, collective bargaining agreements, union agreements, and
any consents, waivers or amendments.   [Add Docs]

FROM INVESTEE TEAM MEMBER PERSPECTIVE Team member receives the list of requested documents.
Next to each list item, or specified doc type, is an "Add Docs" btn. After clicking the btn the member is presented
with a modal window, in which they are prompted to upload a file or directory; they can continue to add the neces-
sary files/directories in the same window. Once the files have been uploaded the Investor Team Members are able to
reference them in the completion of their tasks.