



# Momentum Technology Partners LLC

*CXO Executive Services for VC/PE firms & their portfolio companies, SMB's and corporate ventures*

## Who We Are

Momentum Technology Partners (MTP) is a select group of C-level executives committed to helping young companies grow and succeed. We define CXO Executive Services to include four possible types of roles, - part-time, project-based, interim, and interim to full time. By undertaking CXO executive roles in client companies, MTP satisfies investor's needs for superior executive and operating management, to drive business to a new level, or deal with "bumps" in a company's growth process.

Our team members have "two track" resumes, combining senior executive experience in large, diverse public companies with significant roles in start-ups, small entrepreneurial companies and corporate spin-outs. We have risen through the ranks on the merit of individual accomplishments. We have managed people and budgets to achieve significant results, in circumstances of abundant and scarce resources. For most, our careers have spanned both good times and bad.

We focus on companies located on the east coast, but are available for assignments throughout the US.

## What We Do

MTP team members undertake CXO executive, operating and business development assignments for venture capital and private equity firms and their portfolio companies. MTP also assists larger corporations in launching new business units, joint ventures and spin-offs.

We provide senior resources to accomplish goals that are outside the reach and expertise of current management. Our partners have:

- managed day-to-day operations while the CEO focuses on investors, customers or technology.
- provided day to day expertise and leadership in all functional disciplines (e.g. sales, finance) to bridge a key vacancy.
- led the company into new markets and customers relationships, by developing channels and alliances and penetrating strategic accounts.
- repositioned and stabilized marketing and operating plans in the face of significant cash constraints.
- assisted shareholders in developing merger, acquisition and divestment alternatives.
- assessed technology, management and operations to support new investor decisions.

Our general management expertise enables us to quickly assess a company's challenges, reset priorities, and focus resources on the most critical activities for achieving success. Our collective personal access to a broad spectrum of industry leaders lets us accelerate business development, whether by starting a strategic alliance, creating an OEM relationship, penetrating a key customer or simply gathering market intelligence.

## How We Work

Because of our industry and functional depth and breadth, we can fill each of the top slots in a company (Board member, CEO, COO, CFO), as well as any of the key functional leadership positions (Marketing, Sales, Business Development, IT, Engineering).

### Board Member/Advisor to Investors and CEO:

- Assess current executive staff
- Evaluate current go-to-market plans
- Review executive compensation packages
- Implement executive recruitment process

### CEO:

- Manage business during CEO search
- Assess and coach/upgrade current executive staff
- Evaluate, refine, drive go-to-market plans
- Support development of key customers, partners, investors
- Implement effective business decision making

### COO:

- Run business while CEO manages external stakeholders
- Provide skills to complement a "technology" CEO
- Prioritize and manage achievement of key plan milestones
- Align costs with revenue run rate and available cash
- Build effective collaborative business environment

### CFO:

- Implement financial controls and reporting
- Implement cash management discipline
- Develop alternative sources of funds
- Build relationships with professional service providers
- Prepare financial documents required to raise money

### VP of Sales:

- Assess sales plans and personnel
- Design commission plans which support corporate goals
- Establish target account penetration programs
- Design and implement multi-channel sales programs

### VP of Business Development:

- Develop strategic relationships with OEM, channel and complementary product vendors
- Develop and manage key influencer relationships
- Implement marketing programs with partners
- Lead exploration of strategic M&A opportunities

### VP of Marketing:

- Implement a comprehensive marketing plan and platform
- Align marketing programs with business strategy
- Apply competitive intelligence in marketing, sales, strategy
- Develop appropriate internal and outsourced resources

### CTO/ VP of Engineering:

- Assess the competitive position of the company's technology
- Prevent a "not-invented here" myopia
- Prioritize key engineering milestones in "race for revenues"
- Build effective collaboration with Marketing and Sales

### CIO/VP of IT:

- Develop strategic IT infrastructure plans and budgets
- Implement appropriate disaster recovery/contingency plans
- Evaluate and select IT vendors and partners
- Develop appropriate internal and outsourced IT resources
- Direct key strategic initiatives (e.g. corporate portal)