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Some one said to me that the articles they found most interesting were those covering other people's experiences of using Kinetic and e.Venture. For them, this issue offers double the value with an article taking High-Tech Gründerfonds' product deployment experience in Germany and a User Focus article on Hutton Collins, a client who has been using Kinetic for some time and is now considering the move to eVenture.

Elsewhere, we pick up on new reporting changes planned for eVenture 7 and additional tools to help maintain the quality of information.

As always, best regards

Surapongs



Cloning Reports

We are introducing a number of new features with the release of eVenture version 7 this Summer. As always, we are hoping that the product will become easier to use and more directly controllable by you, our customers.

One of the major changes is the consolidation of reporting, where reports previously available through either the Corporate Reporting Module or the Personal Reporting Module can now be run through the front end of the application. This will make it easier to tailor the number and type of reports available to users and extend these to also include reports created by you.

To help with this process, a number of our reports are being made "clonable", i.e. they can be copied into the Personal Reporting Module and changed.

Using a cloned report and modifying this to suit your particular need can save hours over building all reports from scratch.

John Hutchins jh@eventure.co.uk



Bulletin:

- **New Manuals**

Now available, for a copy please contact Jon Tolley jt@eventure.co.uk


- **Spreadsheets**

Several new Excel spreadsheets are available to analyse your e.Venture data. For more information please contact Ray Puzey rp@eventure.co.uk

An e.Venture project in Germany

Deploying a full eVenture system in Germany to a strict timetable and budget? Surely difficult. And to have the user interfaced customised in German. Must be impossible?

Guido Schlitzer gives us the user experience from such a project completed earlier this year.

 Die Bundesregierung, die KfW Bankengruppe und die Industrieunternehmen BASF, Deutsche Telekom und Siemens haben sich im Rahmen der Initiative „Partner für Innovation“ zusammengetan und den 262 Mio. EUR schweren High-Tech Gründerfonds im August 2005 gestartet.

Der High-Tech Gründerfonds investiert Beteiligungskapital in neu gegründete chancenreiche Technologieunternehmen, deren Kern ein Forschungs- und Entwicklungsvorhaben ist.

Rund 300 technologiebasierte Unternehmensgründungen sollen in einem ersten Schritt bis zu 500.000 EUR Wagniskapital und ein Coaching des Managements erhalten. In Anschlussfinanzierungsrunden kann der Fonds ausgewählten Beteiligungsunternehmen weitere 500.000 EUR zur Verfügung stellen. Seit Oktober 2005 wurden 31 Beteiligungszusagen gegeben.

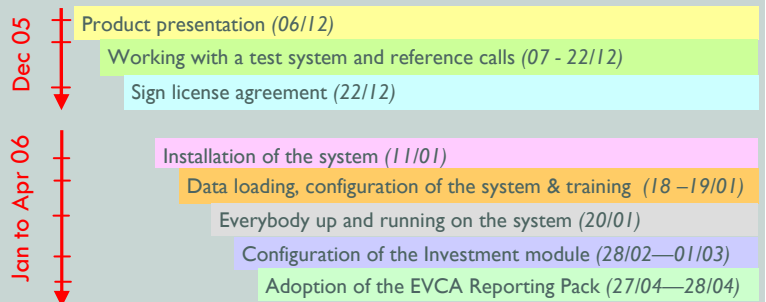
Um die große zu erwartende Anzahl von Beteiligungen handhaben zu können, wurde ein leistungsfähiges Beteiligungsmanagementsystem benötigt. Die speziellen Anforderungen an das Berichtswesen, welche die Beteiligung der Bundesrepublik Deutschland an dem Fonds mit sich bringt, war ebenfalls ausschlaggebend für die Anschaffung einer speziellen Softwarelösung.


Wichtige Entscheidungskriterien im Auswahlprozess waren die Anpassungsfähigkeit an unsere Bedürfnisse und die Möglichkeit einer schnellen Implementierung sowie ein damit verbundener überschaubarer Arbeitsaufwand seitens des High-Tech Gründerfonds. Weiterhin waren ein automatisiertes EVCA Reporting und ein überzeugendes Preis-Leistungs-Verhältnis entscheidungsrelevante Größen.

Im Laufe des Auswahlprozesses wurden wir im November 2005 auf e.Venture aufmerksam. Nach dem wir eine Produktpräsentation erhalten hatten, ging der weitere Prozess sehr schnell und reibungslos, wie sie es der Tabelle entnehmen können.

Seit Januar wird e.Venture zur Erfassung der in der Due Diligence anfallenden Daten eingesetzt. Die abgeschlossenen Beteiligungen werden seit März in e.Venture verwaltet. Die Berichterstattung an Beirat und Investoren wird mittlerweile ebenfalls mit dem System abgewickelt. Wir sind der Überzeugung, mit e.Venture ein sehr gutes System ausgewählt zu haben und werden mit der Unterstützung des e.Venture-Teams die Funktionalität schrittweise weiter ausbauen.

For further information please contact
Guido Schlitzer g.schlitzer@high-tech-gruenderfonds.de



 The Federal German government, the KfW banking group and the industrial enterprises BASF, Deutsche Telekom and Siemens have joined together and started High-Tech Gründerfonds with 262 million EUR in August 2005.

High-Tech Gründerfonds invests venture capital in newly founded high-opportunity technological companies whose core planning is focused on R&D.

In an initial step, some 300 technology-based companies are to receive up to 500,000 EUR in risk capital and management coaching. In a subsequent financing round, the fund can provide selected participating companies with an additional 500,000 EUR. Since October 2005 we entered into 31 commitments.

To cope with the deal management of the great number of Investments to be due, High-Tech Gründerfonds has been in the need of a Private Equity system. The especialness with the Federal German government as partner and the here from arising special reporting responsibility, was also deciding to look for a flexible software solution.

A weightily selection-criteria was the feasibility to adapt the system with low time and effort as well as the possibility to generate an automated EVCA reporting. Of course it was also important to have a strong price/performance ratio.

During the selection process e.Venture appears on the radar in November 2005. From the first presentation of the system the process was rapidly going off without a hitch as shown in the timetable.

Since January e.Venture is used as database to log deal flow data. Since March also the Investment data is governed with e.Venture and the deal performance is measured. Further it is deployed as tool for the reporting to partners and the board. We are convinced that we made the right choice and will expand functionality of the system step-by-step with the support of the eVenture-Team.



Quality information

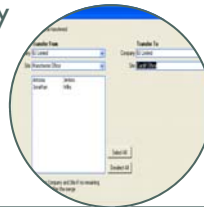
Since our earliest days, we have been concerned with helping you maintain the quality of data in the system. Better quality information can lead to improved decision making. Our latest databases have features that help to ensure data captured is accurate, timely and complete.

It is easy to set up drop down items for selection, “must fill” fields and reminders. All of this can be achieved without the use of an IT resource. Where things are still not as they should be, we have provided a range of tools to help with data cleaning. While it is never going to be a popular activity, you can be sure that cleaning data has become easier and faster than ever.



Mass transfer of contacts

A group of contacts from several sites can be merged to one site. Useful if two offices of the same company are merged and for correcting site set up errors.



Removing orphan data

Any sites or companies that do not have attached contacts can be found and deleted.



Find & replace

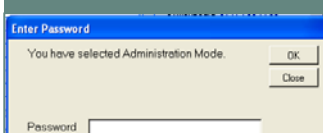
You can replace, insert and remove field entries from a group of records in one go. See below.



Find and Replace

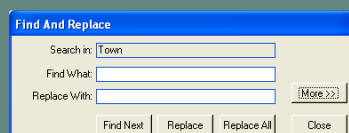
1

Access the Administration. Right click on the field that you would like to replace, and click on Find and Replace



2

In the *Find what* box type in or select the item, In the *Replace with* box type in select item you would like to replace with



3

Either choose to replace each match one by one or replace all matching items.

Replace

Hutton Collins

Hutton Collins is a mid-market investment firm specialising in the provision of preferred capital (mezzanine and preferred equity) which invests in a diverse range of industrial sectors across Europe. The firm was established in 2002 and raised a fund of €233m which is now substantially invested. The firm has just closed its second fund having raised €570m from well known institutional investors, based primarily in the USA, Europe and the UK.

“product was scaleable”

When selecting a system we were looking for something that would be scalable as the firm grew. We approached a number of service providers but found that there were a number of particular attractions from the e.Venture range of products. Firstly the product was scaleable with the possibility of moving from Kinetic to the full e.Venture system with relative ease. This gave us the opportunity to try out the base product relatively painlessly and left scope for expansion thereafter. Secondly the base product was standardised and the thought that had gone into designing reports meant that there was no need for us to seek something tailor made. The final factor was price and the transparency of the way in which the products are priced. Given the standardised nature of the base product, the system was available at a price which substantially undercut the other potential providers, whose focus at the time appeared to be on bespoke offerings. From our perspective this enabled us to make a very low risk decision given the constraints of a newly established company. Indeed I cannot help but feel that the Kinetic product is almost too cheap, which may not be a very popular comment with my fellow users.

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“very low risk decision”

We found the implementation to be a straight forward and painless process and the emphasis on training enable our users to become confident in using the system.

Generally we have found the level of support provided post sale to be highly satisfactory.



HUTTON COLLINS
& COMPANY LIMITED

The initial focus was primarily on the contacts database and this had proved to be a very useful tool for our fund raising effort. Having raised the second fund, we are looking to use the wider functionality of the system and are also considering a migration to the full e.Venture product. We will also be looking at ways

“painless process”

to streamline the data input process so as to reduce the level of duplicate input for the accounting system and the e.Venture system.

For further information on Hutton Collins please contact
Dominic Barbour dominic.barbour@huttoncollins.com

Next Issue:

- Bulletin
- e.Venture v7
- Portals
- New Microsoft integration

And much more

