

NaviGo means “to navigate” in Latin and it is our goal to chart scalable strategies for emerging businesses. We help our Clients achieve success through three different service offerings: Consulting, Technology and Partnership.

Consulting

You have business problems that need solving and NaviGo Global can help. Our intent is to provide facilitative consulting services that leverage the knowledge base of a team of experienced professionals. We employ experts in Strategy; Sales and Distribution; Operations; Process Design; and Systems Engineering and Development that have led these efforts in the most successful VoIP, content and technology enterprises in the industry. Based on our industry experience, NaviGo Global is focused on three areas of facilitative consulting:

- ▶ **Operational and network scaling:** NaviGo Global works with our Client’s operations and engineering teams to address, solve and document scalable solutions to strategic core business issues.
- ▶ **Go to market strategies:** NaviGo Global will leverage segmentation and distribution knowledge to identify market opportunities for emerging technology operators looking to expand to new markets or verticals.
- ▶ **International:** NaviGo Global brings individuals with local experience in every major region of the world to our Clients. We enjoy helping Clients succeed in their international growth plans, regardless of where they are coming from or going to. Go Global.

NaviGo Global’s consulting services abide by the following guiding principles:

- ▶ We work with our Clients to set clear, practical objectives that tie directly to core strategic goals.
- ▶ We aim to complete projects in an expeditious and efficient manner.
- ▶ We provide tested solutions that promote iterative and incremental change.

Need more information about this service? Shoot a note to consulting@navioglobal.com and we’ll get right back to you.

CEO: *“We have engaged NaviGo Global on a broad array of strategic, operational, technical and marketing projects. Each deliverable was actionable, efficient and completed to a very high level of quality.”*

COO: *“NaviGo Global has analyzed, documented and redefined many of the processes that were the greatest challenges to our scaling efforts. As an emerging technology company, we have benefited from the vast experience that NaviGo Global brings to rapidly identify and solve operational and engineering issues.”*

Technology

Need to make an investment in technology to take your business to the next level? Not sure how to find a solution that aligns with your budget, requirements and sense of urgency? Technology investments can be risky and hugely distracting if you don't have the time or expertise to document your requirements, then properly select and deploy a solution. NaviGo Global can help by guiding your business through what's often a cumbersome and complex process to determine what you need, who can deliver it and -- in the end -- make it happen.

- ▶ **Assessment:** Through collaboration with your own Subject Matter Experts (SMEs), NaviGo will clearly identify operational system needs and provide specific requirements that ensure delivery in line with Client expectations.
- ▶ **RFx (Request for Information / Proposal /Quote):** NaviGo can take your system requirements the next step. Budget development; identification of qualified vendors; bid vetting and selection; negotiation of pricing and Terms & Conditions; and finally project plan creation. NaviGo also has experience with Proof of Concept program definition and execution. We are your advocate.
- ▶ **Implementation:** NaviGo has the project management skills, vendor management savvy and drive you need to manage the vendor get your complex systems initiative across the line: on-time and on-budget.

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CFO: *"NaviGo Global was engaged to work with our team on a difficult strategic investment opportunity. They added tremendous value via their unique ability to dive into complex operational and industry issues and simplistically translate the details of their analysis into a financial ROI summary that is easy to explain it to a broad group of the Management Team and the Board. Further, they challenged our thought process and countered with advice that demonstrated laser focus, out-of-the-box thinking and profound perspective that I have come to greatly respect. I highly recommend the NaviGo team as a consulting organization where the results pay for themselves many times over."*

SVP, Marketing and New Business Development: *"We have engaged NaviGo Global to help us articulate and formulate our new application product strategy. They have worked with us on positioning, pricing and partnerships for this new technology and their involvement has yielded an improved result. They act as part of the team and are exceptionally well received, internally and externally. I can personally attest that every interaction I have had with Paul has been of the highest professional quality and value. I highly recommend NaviGo Global as a technology partner."*

Partnership

All emerging technology companies have scarce human and financial resources. They also drive themselves, or are driven by investors, to grow quickly and efficiently. Balancing investment across people, process, systems, networks and product is tricky, but when you also add dramatic scaling and market expansion, your days and nights and weekends start to blur. Rest easy. NaviGo Global can help in two ways: Matchmaking and Agency Agreements.

Matchmaking

All emerging technology companies need to expand, within their region and internationally. NaviGo Global has the contacts, distribution awareness and marketing expertise to assist globally:

- Funding: We have relationships with top tier Venture Capital and Private Equity firms globally;
- Peer(ing) Introduction: Personal contacts with a significant percentage of key decision makers amongst Pulver 100 and NextNet 25 progressive VoIP companies;
- Deals: Facilitation of cross-Atlantic partnership deals involving operators / services vendors;
- Market Expansion: Partnerships between international technology operators and services vendors aimed at third country market penetration (e.g., using US technical expertise and European operator market knowledge to penetrate under-developed markets).
- Business Process Outsourcing (BPO): Third party brokering of highly transactional activities including:
 - High volume provisioning for both consumer accounts and enterprise accounts;
 - Local number portability (LNP) processes;
 - Nomadic E911 services and other leading edge VoIP features; and
 - U.S. peering partner relationships for European operators.

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Agency Agreements

Sales and Marketing efforts are mission critical activities for emerging technology companies. While shareholders are most concerned with growing revenue for the business, they also want it done in the most efficient manner possible. NaviGo Global is well positioned to assist our Clients through personal relationships with many technology companies worldwide. NaviGo Global is a willing and able agent for technology companies, allowing them the opportunity to significantly grow their revenue to new customers and segments in the most cost efficient manner possible; we do not get paid, unless we bring you signed business: success based growth aligns our relationship.

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COO Partner: *"NaviGo Global has an excellent vision of where the VoIP and telecom industry is heading. They worked tirelessly to introduce me and my organization to a variety of firms that will change the course of our business, make us more successful, more profitable and help us to quickly enter new markets. I highly recommend NaviGo Global as a trusted partner for any emerging technology company."*

SVP, Sales: *"NaviGo Global brings a wealth of contacts within the technology industry that we have been able to leverage to finalize open strategic issues, to expand our network footprint, to sign new customer deals and to increase our revenue. NaviGo Global is a trusted partner to me and our organization."*