

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.

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.

Need more information about this service? Shoot a note to partnership@navigoglobal.com and we'll get right back to you.

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."*