

POINT NICHE CORP. SERVICES

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COMPANY AND PROJECT AUDITS, EVALUATIONS AND SUPPORT

We offer services that *span from* company evaluations, legal assistance, and company formation support for companies that you are contemplating to invest in or create; *to* audits, managerial assistance, sales-marketing assistance and operational support to companies that you already have invested in. The services can be grouped in:

Company and Project Audits

Company Evaluation – Due Diligence

Evaluation of high tech companies requires a special mix of skills within management, contracts, financials and IT. Without a skilled across the board analysis of a company, it is often too easy to overlook weak links between the assets and liabilities in the general accounts, value of prospects and projects, project liabilities and risks, software assets evaluation, risk profile of current and future project portfolio, etc. The consultancy team have over many years worked with company formations, proposals, projects, and its contracts – on both sides of the table – and have therefore experienced most of the potential pitfalls of company evaluations and investments.

The second most important aspect of company evaluation is Organisation and Management. Does the organisation match the company strategy and tasks, and does the management approach ensure success. The consultancy team are skilled in assessing the formal and informal management structure of a company, and have over many years build up an experience base for tailoring organisations to the tasks at hand, both at company and at project levels (Sales, marketing, pre-sales support, implementation, post installation support, etc.).

The formal services offered are:

- Financial Analysis

- Project portfolio analysis – cost to complete, risk evaluation, etc.
- Prospects evaluation –
- Contracts evaluation
- Software assets evaluation

Project Audits

The dominant reason for project failures are management-associated problems and a miss-match between the size of the job and the budget allocated to the project.

The consultancy team members have accumulated many years of experience in:

- Evaluating the size of a project and defining the organisational functional requirements to make the project a success.
- Evaluating running projects for miss-match and managerial problems.

We offer to perform management audits on individual organisational units, or on selected projects for you; and further offer to assist you in implementing corrective actions.

Business Support

Match Making

Great ideas are often lost due to lack of funding for taking them into use.

The consultancy team members have collectively a very large network of contacts on both research and investor side. We can therefore offer to act as the matchmaker between research ideas and venture capital.

Business and IT Strategy Support

The consultancy team can go in at all levels in your business and assist you in shaping your business for the future.

We can take your goals and objectives and assist you in defining business processes, procedures and workflows. We can turn these into business architectures and IT architectures, assist in defining IT strategies, and finally assist in planning, procuring and integrating the business solution.

International Sales and Marketing Support

The consultancy team can assist in opening new international markets for your products. The team has over many years build up a large contact network all over the world, and have many years of experience in sales and marketing of products and services world-wide. Our services cover assistance in preparing marketing plans, finding and establishing sales channels, establishing agent networks, or establishing daughter companies.

We can also offer to do the first sale for you.

Operational Support

Management Support

We can offer to strengthen management in areas highlighted in our audit; including General Management Support, Sales and Marketing Support, Human Resources Support, and support to other critical areas.

Project Support

We can offer to support the implementation of our project-related recommendations. This may be in the form of support to company management for controlling the projects, assistance to project management, or to undertake an active role of project manager, systems engineer, QA, or other role in the project.

Post Installation Management Support

We can assist in organising international Post Installation Support services or organisations, based on our network of contacts.
