

Morgenthaler, a premier venture capital and buy-out firm with approximately \$2.5Billion under management, has selected ClearFinancials™ as their chosen method of portfolio company performance data management. Matt Gaudio, Senior IT Director at Morgenthaler led the evaluation and implementation process of ClearFinancials™. The following are a few select comments from Matt regarding the process.

1. What issues were you attempting to resolve with the implementation of a portfolio company data management system? “We were looking for a way to improve the process of obtaining our portfolio company financial information. The information was emailed in numerous formats, and took significant effort to disseminate the data. We also wanted an attractive summarized output, in which we could compare companies, teams, funds etc.”

2. What options did you consider before selecting ClearFinancials™? “We were using our current method of accepting multiple formats via email, reading the information, and then inputting it into our current database (only ~6 key metrics per company per quarter). Other systems offered a way to collect and save the basic data, but their analytics engine was not nearly as robust as ClearFinancials™.”

3. What led you to select ClearFinancials™ as a solution? “The team at ClearMomentum has spent countless hours developing all the functionality. They provide a strong package right out of the gate, and are willing to cater to our individual needs. They were willing to offer the service of downloading/uploading the company financials. We also received positive referrals, and our buyout team seemed to especially like the capabilities the software offered.”

4. What is your implementation strategy for the service? (Is this a company-wide solution?) “We plan to roll out the software to our smallest team first, the team with the most complex analytic needs. The results were positive as expected, and the decision has been made to roll out to the other 2 teams.”

Note: Since the interview with Mr. Gaudio in early August, Morgenthaler has extended the implementation of ClearFinancials™ across their entire portfolio of companies (approximately 80 portfolio companies in total) with a November month end target for completion.