ENVERIAN

Gautam Agarwal
Chenchen Ouyang
Lei Zhang
Enverian: introduction and service

• Established in 2011 by a senior management team

• Cloud-based Project Portfolio Management (PPM) software solutions

• Support activities for project developers

• specially serve for the renewable industry, and wind and solar industries so far

• Track progress across their portfolio of projects
Enverian’s project portfolio management (PPM) software tracks, ranks and values every project in the portfolio.

- It captures value by facilitate the optimization the decision making and resource distribution.
**Skills: (Very Strong)**
Extensive software development and consulting, project management, and operation strategy. 30 year CIO, 18 year senior operational strategist.

**Networks: (Very Strong)**
- Partner with MRP, Reforce (developer)
- Partner with IQContent (interface designer)

**Assets: (Relatively weak, No IP, Replicable)**
$1 Million equity investment AIB Seed Capital Fund
Software: Enverian Developer (replicable)

**Passions:**
Believing in what we do.

**Complementary Assets: (Relatively Generic)**
Compatible with existing data formats
Investability

- First year revenue = $4.5 Million
- SGA – 31%, COGS – 29%, R&D – 20%
- 2012-2017 Estimated EBITDA growth- $900,000-$2,825,000
- EV/EBITDA Ratio – 11.45
- Valuation using EV method- $22,638,000
- IRR – Seed – 46%, Round A – 27%, Round B – 26%
Recommendations

- Does the technology provide Enverian with a sustainable competitive advantage?
- How does the company grow beyond the initial market segment?
- Can the team execute on the business plan?
- Fat Spaniel Actual Investments – Series A - $7 Million, Series B - $18 Million, Growth Capital - $4.5 Million
- Required valuation - $130 Million