

## **Business Plan Submission: Phase I (First Round)**

### **Welcome**

We are glad you choose us to submit your Business Plans and considering us as a potential investor in what you believe.

This document should help you as a starting point to reach us and submit your Business Plans for this Phase (First Round). Please read this document and follow the instructions. This will expedite the process and saves us time. Let us know if you have any queries related to the content of this document.

### **Who We Are**

We are a team of entrepreneurs with experience in building businesses from ground-up and making them succeed & sustain in this global economy. We have strong technology and business background with excellent academic credentials. We have our presence felt in USA (East Coast) and India. We make difference in the field we choose to play.

Our team includes:

### **Satya Akula**

Satya Akula is seasoned investor and former President and CEO of AC Technologies, Inc. (ACT), an information technology company founded in 1993 and headquartered in Fairfax, Virginia.

AC Technologies, under Mr. Akula's leadership, earned awards from Inc. Magazine's 500, Deloitte & Touche's Fast 500, Virginia Technology's Fast 50 for 6 years in a row. AC Technologies Inc was one of the top 100 private companies owned by Asian-Indian Americans for several years in a row. Mr. Akula was the finalist for prestigious Entrepreneur of Year award for entire Washington area in 2002. Mr. Akula won the ASEI's NCC Entrepreneur of the Year award in 2003.

AC Technologies finished the year 2004 with more than \$60+M revenue run rate and 400 employees before he sold the company to PEC Solutions, a NASDAQ traded company. Until June of 2007, Mr. Akula was the President of ISS Sector, Nortel Government Solution, a subsidiary of Nortel Networks of Canada. Mr. Akula's sector achieved prestigious SEI/CMMI Level 5 in 2006.

Satya holds a BS from Osmania University in Hyderabad, India and MS degrees in Engineering and Management from the University of Maryland.

### **Sridhar Gadhi**

Sridhar is the founder, President and CEO of Paradigm Infotech Inc. He leads the company's strategic planning, business initiatives, high-end client relation, contract negotiations and corporate management.

Sridhar started Paradigm Infotech in 1998 with as little as 10 people and have grown the organization today to over 1000 employees worldwide. Sridhar is primarily responsible for the firm's consistent & impressive growth rate of 100% each and every year from inception.

As a testimony for years of restless efforts by Sridhar and his team, Sridhar was awarded "Young Entrepreneur 2007" by TANA; Paradigm Infotech was awarded "Inc. 500(2006, 2005)" and "Deloitte Technology Fast 50 Maryland (2006, 2005)".

Before starting as an innovative entrepreneur with Paradigm Infotech, Sridhar was associated with IBM and Satyam Computers.

Sridhar is a graduate of Harvard Business School and also holds a Master of Science in Computers. Sridhar is based in Columbia, Maryland.

### **What We Do**

We commit our time and resources to invest in innovative ideas/businesses that change the status-quo (disruptive) or provide value to customers. We seek venues to invest in Early-Stage and Growth-Stage companies. We provide not just capital but also add value to companies we invest in by the way of sharing our expertise.

We are focused on investing in:

- IT/BPO Companies
- Life Sciences
- Bio-Pharmaceutical
- Disruptive Technologies/Services
- Consumer-Driven Web Services
- Patent Pending Technologies with mass Commercial Appeal
- Business Models that alter the Status-quo
- And other we feel interested

### **Contact Us**

New Angel Capital  
8830 Stanford Blvd  
Ste# 312  
Columbia MD 21045

Phone: 410-423-0972  
Fax: 410-872-9396

Email: [info@newangelcapital.com](mailto:info@newangelcapital.com)  
Website: [www.newangelcapital.com](http://www.newangelcapital.com)

## **Information required for submitting Business Plans: Phase I (First Round)**

Submit the following information as part of your Business Plan for first round processing:

- Problem/Pain-Points/Gap
- Idea/Product/Service/Solution
- Underlying Technologies (if any)
- Value to Target Market
- Competitors
- Competitive Advantage
- Team
- Potential Customers
- Validation with Real Users/Customers that has been achieved to date
- Business Model
- Marketing & Sales
- Projections & Milestones
- Summary & Call to Action

## Instructions for submitting the Business Plan

- Please submit only the **Specified Information** at this phase. We will get back to you if we need more information. Feel free to include the information that you feel is important at this phase and is not specified in this document.
- Submit your business plans in any of the following **Formats** or combinations:
  - Word Document
  - Power Point Presentation
  - Portable Document Format (PDF)
  - Spread Sheets (for Data Comparison etc)
- Submit your plans through one of the following **Media**:
  - Referrals (Helpful but not necessary)
    - An intermediate person who knows both parties (You & Us)
  - Direct Approach
    - You can directly send your business plans to us at the following mail address: [info@newangelcapital.com](mailto:info@newangelcapital.com)
- **Response Times**
  - Acknowledgement
    - We will send you an acknowledgement stating that we have received your business plan.
  - Processing Times
    - We understand the value of your time and do our best to process your plan as soon as possible.
    - Please bear with us if we take more time to process your plan. The processing times absolutely depend on the following parameters:
      - Volume of Business Plans
      - Industry Specific Knowledge
      - Market Research
      - And any other
  - Response
    - For us each Business Plan is unique and we give it due consideration.
    - If the plan is interesting for us, we will inform you about this and we ask you for more information (Phase II: Second Round).
    - If we decide that the plan does not fit into our portfolio at the moment, we will inform you the same. And this decision does not mean that the plan lacks potential. It does mean that we have not enough knowledge/background on the target Industry/Market.

- **Honesty**
  - We believe in the data that you provided to us as part of the Business Plan. And we expect you to be honest in preparing your Business Plan. Please don't exaggerate or inflate the things. Present from your heart.
  
- **Confidentiality**
  - We maintain utmost confidentiality of your Business Plans and the data you submitted as part of it. We don't discuss/divulge your plans with any third party and we don't maintain your data/records in our repository (Electronic/Print) unless otherwise we decide to invest in you. We assure you that your plans are treated in most possible Safe/Secured way. If you require us to sign an NDA (Non Disclosure Agreement) for your business plans, please send us the same and we will oblige.