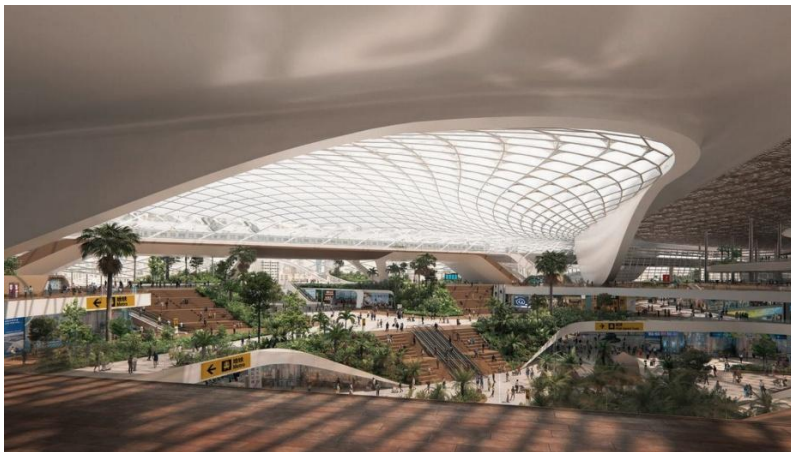


\$20m Wireless Data Network Commercialisation

Taking an emerging wireless-data business from market evaluation through investment and rollout

The Transaction

A US wireless data network and enterprise applications firm raising \$20 million in successive equity tranches for early-stage development and expansion.



AT A GLANCE

\$20m

Equity

USA

Wireless data & enterprise applications

Series A + B

Early and expansion financing

Our Approach

- **Market Evaluation**
Researched the emerging WiFi and PDA market.
- **Business Planning**
Developed the business plan, financial model and due-diligence materials.
- **Capital Raising**
Led Series A and B investment involving private investors and VC firms.
- **Commercialisation**
Supported development operations, alliances, trials and network rollout.

Milestones

Trials included the Winter Olympics, Air Canada lounges and Stanford, followed by rollout across trade shows, universities, airports and hospitals.

Experience Across the Journey

