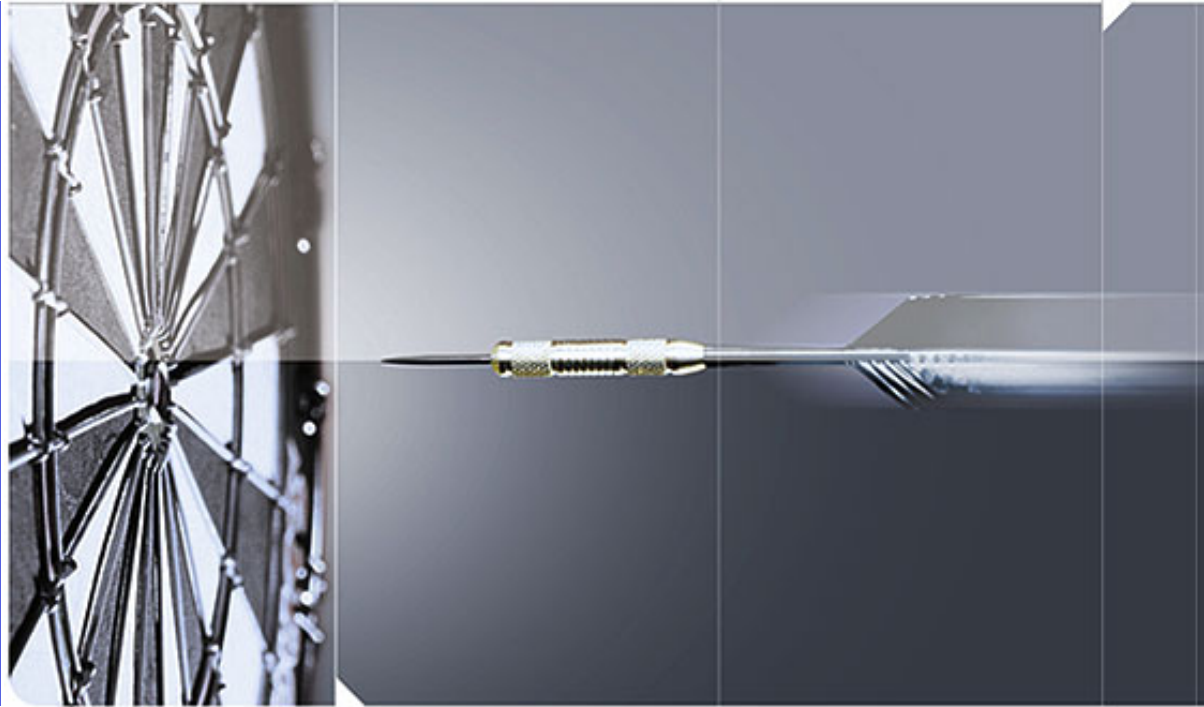


IT DUE DILIGENCE

Roach & Stolz
Software GmbH

Obermaierstrasse 2
Altstadt-Lehel
80538 Munich
Germany

www.roach-stolz.com



Vendor-Side IT Due Diligence as a Deal-Maker

According to the Bavarian Information and Communication Technology Cluster, BICC-NET, Bavarian technology oriented businesses are under-performing, with regards attracting investors and other strategic partners.

One of the reasons stated, is that these businesses are not effective in providing adequate insight into their technology-based assets and capabilities to potential investors.

Not being able to "view" these less tangible assets in the traditional manner as is the case with say manufacturing companies, potential investors tend shy away from opportunities that involve information and communications technology. Particularly software components are perceived as being a difficult to assess "black box" and therefore of high risk to any investor.

Roach & Stolz argues that proactively applying the disciplines of IT due diligence from the "vendor-side" (i.e. organizations seeking investments) can help accelerate a deal along and even be a deal-clincher.

Being able to adequately document your systems, engineering prowess, methodologies and processes, software assets, outsourcing and partnership commitments, business continuity plans & even your staff skills, proves you are running a tight ship.

It can convince potential investors of the value of you and your team, accelerate the transaction process and reduce transaction costs.

Furthermore, methodologies employed from IT Due Diligence disciplines can be implemented within an organization to obtain greater visibility and insight into one's own intellectual property, capabilities and progress within the field.

An IT Due Diligence can either be conducted in-house (self-assessment) or by a 3rd party IT Due Diligence adviser.

In both cases, Roach & Stolz can provide the necessary support. In doing so, we encourage vendors not to view IT Due Diligence as an imposition but more as a potential lifeline!

Roach & Stolz Software GmbH