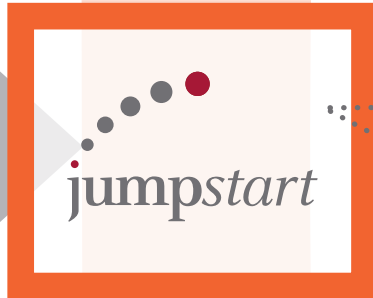


THE First Client Pilot INITIATIVE



MINORITY & WOMEN
ENTREPRENEURS



JumpStart's inclusion advisors determine:

- growth potential
- competitive landscape
- scalable venture
- proven leadership
- positioned for capital



Select companies in need of pilot
Ensure company has capacity for trial
Assist with pilot pitch preparation
Determine outcomes necessary to consider pilot successful



ESTABLISHED COMPANIES



Northern Ohio Minority Supplier Development Council

- facilitates introduction to corporations and institutional clients
- leverages national network of 3,500+ corporate members to find strategic matches that serve as diverse firm's "First Client" to run pilot or beta test



Establish parameters for Pilot
Prepare project plan and key individuals
Agree on projected outcomes/benchmarks

Measure actual results to objectives
Confirm projected cost savings/new business opportunities for Corp/Institutional Client
Prepare MBE/WBE for purchase order and supporting capital requirements