

TNR Newsletter

Letter from the President

Dear Clients,

I wish you a happy and a prosperous 2009.

2008 was a challenging year for the global economy. Like our clients, we are not immune from the challenges we all face. However, I am pleased to share with you that we continued to grow despite a difficult economic climate. 2008 marked the 7th year in a row, every year since our inception, that TNR has shown positive growth. We continue to be profitable and debt free and continue to see firms switch from other vendors to TheNextRound. We added 8 clients in the month of December alone. We continue to see good diversification throughout the alternative investment asset class; during 2008 firms signed up from the private equity, venture capital, real estate, hedge funds, fund of funds and family office segments. We are now supporting more than 200 clients in over 20 countries. On behalf the entire TNR family, please accept our sincere gratitude for your continued support as the majority of our new business comes from client referrals.

2009 is going to be a challenging year for the alternative investment industry. I believe very strongly that our strategy of an integrated platform is the right one especially in times like these when our clients are working with a leaner staff and looking for any opportunity to increase efficiency. An integrated TNR platform helps our clients eliminate the need for redundant data entry, inefficient workflows and keeps all information centralized in a single platform.

I am optimistic about our prospects in 2009. As a result of our growth, we continue to hire more people at our London, NY and MA offices. Client satisfaction with our software and service continues to be our number one priority. Please don't hesitate to reach out to me directly with any questions or comments. We look forward to working with you in 2009 and beyond.

With efficiency being as important as ever, we are seeing a significant demand for our services. I would like to introduce to Steve Tobio, Director of Client Services, who will explain the services that TNR can provide in greater detail.

Best regards,
Vipul Minocha, President, vipul@thenextround.com

TNR Services

As a client service team, we take pride in the fact that we are primarily a software company, but we also have a comprehensive understanding of the alternative investment industry. Below is a list of the services that we can provide to you throughout the life of your TNR Solution™ implementation.

- **Training** - After purchasing TNR Solution™, one of the first things you will want to do is use the software. We give you the opportunity to get trained in 3 ways: (1) Attend one of our monthly training sessions, (2) come to our home office, or (3) we will travel to your office. Whichever option you choose, training is a key ingredient to utilizing the software effectively.
- **Front office implementation** - It doesn't matter where your data is stored pre-TNR. Our implementation team will work with your existing raw data files and implement all of your CRM and front office data into a custom database.
- **Workflow analysis session (Investor Relations, Fundraising, Deal Management, and CRM)** - Now that your CRM and front office data is organized in your database, it's time to use the software in the most efficient way possible. Let us work with your individual teams, understand their existing processes, and help streamline their workflow within TNR Solution™.
- **Functionality, screen, and report customizations** - Our out-of-the-box software fits most businesses needs, but the software can also be customized to work with your existing business processes. Our development team can customize the look and feel of the software, as well as any critical functionality that you cannot live without. We can also create custom output for you, tailoring to all of your reporting needs.
- **Report designer training** - If you have a technical resource on staff, we offer database structure training so that you can create your own reports in-house, and load them into your database.
- **Back office implementation** - Phase 2 of implementing TNR Solution™ is to bring in all of your transactional data. Again, it doesn't matter where your data is stored pre-TNR. Our implementation team will work with your existing raw data files, implement your transactional data, and tie it out to your financials.
- **Financial and PCAP tie-out** - The reason you purchased TNR Solution™ is not for our implementation services, but to take a hands-on approach with the performance of your fund(s). Our implementation team can train you on how to be completely self-sufficient, and at the same time feel comfortable, entering in your own transactions. We will provide you with the skills to tie out your financials within the TNR application.
- **QA Automation** - Every version of our out-of-the-box software is heavily tested with internal automation tools. Based on your specific customizations and reporting needs, we can either set up a private testing environment that mimics your own, or we can work with you to create an automation testing center at your site.
- **Hardware and network analysis** - As you continue to utilize TNR Solution™, performance should not be a concern to your business users. Our infrastructure specialists will help to analyze your current hardware and run diagnostics on your network to ensure maximum performance.

For more details or to show any interest in one of more of TNR's services, please either speak with your account manager or contact me directly.

Best regards,
Steve Tobio, Director of Client Services, steve.tobio@thenextround.com