

SYNCONIUM PARTNERS, L.P.

PRESENTATION

1<sup>st</sup> G3ict GLOBAL FORUM

MARCH 26, 2007

## SYNCONIUM PARTNERS, L.P.

CURRENT DISABILITIES AND “EASE OF USE” MARKETS ARE ENORMOUS IN TERMS OF POPULATION, INCOME AND DISCRETIONARY SPENDING.

DOL ESTIMATES THAT PERSONS WITH DISABILITIES HAVE AN AGGREGATE CURRENT ANNUAL INCOME OF NEARLY \$700B AND \$175B IN DISCRETIONARY SPENDING POWER.

U.S. ADULTS OVER 50 ARE ESTIMATED TO HAVE OVER \$1.7 TRILLION IN DISCRETIONARY SPENDING AND \$17 TRILLION OF NET WORTH.

OVER THE NEXT TWO DECADES, THE PHENOMENON OF AGING “BABY BOOMERS” WILL CAUSE THESE MARKETS TO CONVERGE AND EXPAND DRAMATICALLY.

DOL REPORTS “OVER 65 SEGMENT” OF THE U.S. POPULATION TOTALED 36.3 MILLION PEOPLE (12% OF THE TOTAL POPULATION) IN 2004. THIS GROUP WILL GROW TO 71.5 MILLION PEOPLE (20% OF TOTAL POPULATION) BY 2030.

OLDER ADULTS EXPERIENCE GREATER INCIDENCE OF DISABILITY AND “EASE OF USE” ISSUES; CENSUS BUREAU CURRENTLY REPORTS 14 MILLION OLDER AMERICANS (41.9% OF TOTAL OLDER ADULT POPULATION) HAVE ONE OR MORE DISABILITIES.

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### U.S. DISABILITIES AND “EASE OF USE” MARKETS

UNLIKE THE MAJORITY OF NEW U.S. MARKETS CREATED THROUGH NEW TECHNOLOGIES, SIGNIFICANT PORTIONS OF THE INDUSTRY HAVE RESULTED FROM THE OUTGROWTH OF:

A) PROGRESSIVE GOVERNMENTAL LEGISLATION, I.E. SOCIAL SECURITY, ADA, IDEA, ETC., WITH NO CLEAR PATH TO ACHIEVE STANDARDS.

B) FOLLOW-ON FUNDING FROM GOVERNMENTAL BODIES IN TERMS OF SOCIAL SERVICE OFFERINGS AND INCOME SUPPORT FOR PEOPLE-IN-NEED.

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## THE CURRENT ENVIRONMENT

A VAST ARRAY OF FEDERAL, STATE AND LOCAL AGENCIES SERVING  
THE MAJORITY OF SERVICES DESIRED.

ENORMOUS INEFFICIENCIES IN PRODUCT/ SERVICE DELIVERIES;  
(2005 GAO REPORT CITES MORE THAN 20 FEDERAL AGENCIES  
OPERATING OVER 200 PROGRAMS WITH LARGE OVERHEADS).

CONTINUING ISSUES OF BUREAUCRATIC STANDARDS AS LONG AS  
THE GOVERNMENT REMAINS THE LARGEST FUNDING SOURCE.

WITH VERY FEW EXCEPTIONS, MOST LARGE CORPORATIONS HAVE  
VIEWED THE FIELD AS ONE OF LIABILITY IN MEETING  
STANDARDS, (I.E. 508 COMPLIANCE)

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## THE NEAR FUTURE

SPENDING LEVELS WILL CONTINUE TO INCREASE IN MOST AREAS;  
(MEDICAID TO JOB PLACEMENT) AT A POINT IN TIME WHEN  
MOST REALIZE THAT DRAMATIC CHANGES ARE OCCURRING IN  
POPULATION MATURATION (WITH HIGHER INCIDENCES OF  
DISABILITIES).

FACED WITH NEW ECONOMIC REALITIES OF AGING POPULATION,  
WORKING AGE POPULATIONS MAY NOT ACCEPT EVER-  
INCREASING TAX BURDENS; (“EASE OF USE” UNAFFECTED)

THE RESULT: EITHER LOWER GOVERNMENT SPENDING BUDGETS  
OR ACHIEVING GREATER PRODUCTIVITY IN SERVICE/PRODUCT  
DELIVERIES THROUGH INTERACTION WITH THE PRIVATE  
SECTOR.

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# INVESTMENT ENVIRONMENT

NEW TECHNOLOGIES WILL “TRANSFORM”, RATHER THAN “CREATE”  
THE INDUSTRY THROUGH IMPROVED PRODUCT AND COST  
PRODUCTIVITIES.

SEEING EVIDENCE OF A MORE ENLIGHTENED NON-PROFIT  
ATTITUDE TOWARDS FOR-PROFIT OPERATIONS.

WE BELIEVE WE ARE IN THE EARLY STAGES OF SIGNIFICANT  
VENTURE CAPITAL INVESTMENT TO SUPPORT THESE CHANGES,  
CREATING A NEW ENTREPRENEURIAL PHASE OF  
DEVELOPMENT.

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### AREAS OF INVESTMENT FOCUS

IMPROVED PRODUCT/SERVICE DELIVERIES WITHIN AREAS OF SIGHT, HEARING AND MOBILITY FOR BOTH MARKETS.

NEW TECHNOLOGIES INVOLVED WITH IMPROVED IT AND HR PRODUCTIVITIES FOR ALL MAJOR SERVICE PROVIDERS.

DATA COLLECTION/MINING INVOLVING ALL ASPECTS OF THE DISABILITIES AND “EASE OF USE” MARKETS.

INNOVATIVE APPROACHES TO ASSESSMENT, TRAINING, CERTIFICATION AND JOB PLACEMENT FOR PERSONS ON PUBLIC OR PRIVATE DISABILITY SUPPORT.

JOINT VENTURES WITH ESTABLISHED COMPANIES WHERE WE WILL PROVIDE CAPITAL, MANAGEMENT AND A NEW MARKET ORIENTATION TO ALREADY EXISTING PRODUCTS.