



Portage Ventures

# Insurtech partnerships and the companies enabling them

November 2021

# Agenda

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01

Opening Remarks

**Ben Harrison**  
Partner, Head of  
Partnerships  
Portage Ventures

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02

Socotra Presentation

**Ken Holmes**  
VP, Sales

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03

Breathe Life Presentation

**Patrick Viau**  
Chief Client Officer

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04

Qover Presentation

**Jean-Charles Velge**  
Co-Founder

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05

Flybits Presentation

**Gerti Dervishi**  
Chief Revenue Officer

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06

Perspectives on Partnerships with The Co-operators

**Dan Sinclair**  
Vice President, Corporate  
Development & Co-Head  
Co-operators Corporate  
Venture Fund

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# Portage is a global fintech venture capital fund

**US\$2.8B**

Assets Under Management<sup>1,2</sup>

**52**

Investments

**8**

Number of Countries  
Invested in

**3**

Funds in Market

## Global Perspective

- Global deal flow driven by our presence in multiple geographies, reputation as fintech experts, and extensive network of LPs, advisors, and industry contacts

## Thesis-driven Investment Approach

- Deep fintech knowledge facilitates a focused approach to deal sourcing
- Extensive theses developed in core focus areas

## Investment and Operational Expertise in Fintech

- Investing and operational experience across all aspects of fintech
- Established process leading to signs of expected winners within our portfolio
- Experience leading both early- and growth-stage investments

## Value Creation Team Accelerates Growth in Portfolio Companies

- Vertical experts provide expertise in areas such as technology, marketing, enterprise sales, cybersecurity, and data infrastructure

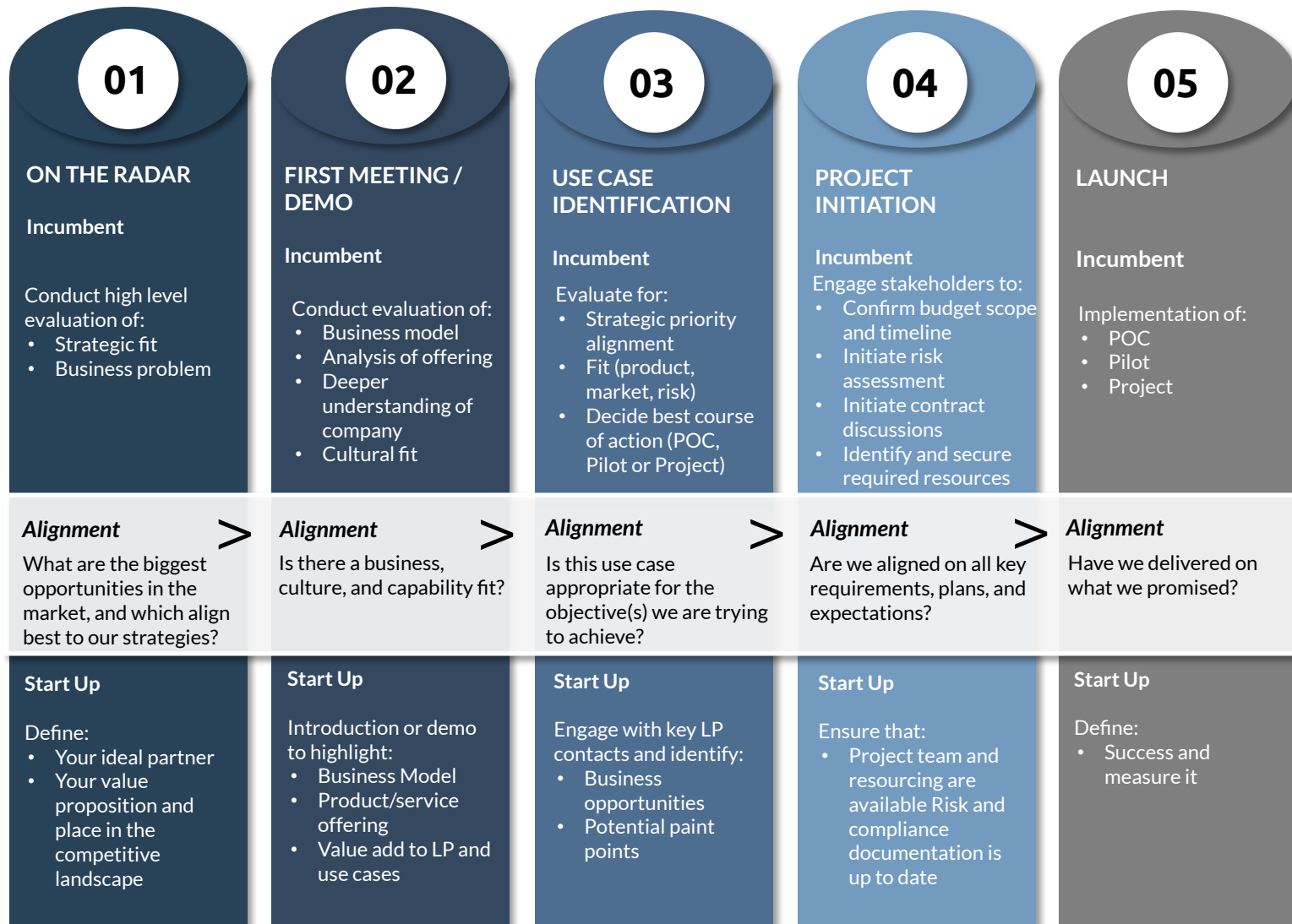
## Strong and Expanding Corporate LP Network

- Portage believes that corporate LPs derive significant financial and strategic value through our partnerships and insights model
- 40+ LP-portfolio company partnerships to-date generate \$100M+ in Enterprise Value<sup>3</sup> for portfolio companies

For information regarding calculation of performance information, please refer to "Performance Reporting" on page 18.

PORTAGE

# The partnership framework in action



# Partnership Best Practices and Lessons Learned

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- 1 Have the right people at the table**  
Engage the right decision makers to ensure quick turnaround and reduce roadblocks
- 2 Focus on the use case**  
This helps provide a clear focus and goal – making it easier to articulate and prove the value of the partnership
- 3 Right-size the onboarding process**  
Legal and risk assessments should reflect risk level for the intended use case with the start-up
- 4 Keep lines of communication open – always**  
Talk often to establish trust and ensure challenges are resolved in a timely manner
- 5 Start-ups are not custom development shops**  
Start-ups are flexible but the need to significantly alter offerings to address the use case is usually a sign of a bad fit
- 6 The basics to partnerships still apply**  
Have a clear goal, define KPIs and intended outcomes, provide clear deliverables and timelines, and monitor and report
- 7 A quick no is better than a drawn out maybe**  
Be honest about fit – it saves everyone time
- 8 Don't be overwhelming**  
Start-ups have limited resources so limit the demands on their time by providing clear contact and oversight points



socotra

Agile core for  
agile insurers

# A seriously powerful insurance platform out of the box.

Socotra can run your entire policy admin operation, from quote to claim, for Life AND P&C

## Underwriting & Rating

## Policy Admin

## Billing

## Claims

## Reporting

Automated Underwriting

Technical Premium

External Data Calls

Peril-based Premium

Quotes/Bind

Out of Sequence Endorsements

Renewals

Cancellations

Document/Form Generation

Lapsing and Reinstatement

International Currency Support

Payment Plans

Invoicing

FNOL

Subclaims

Reserving

Claims Payable

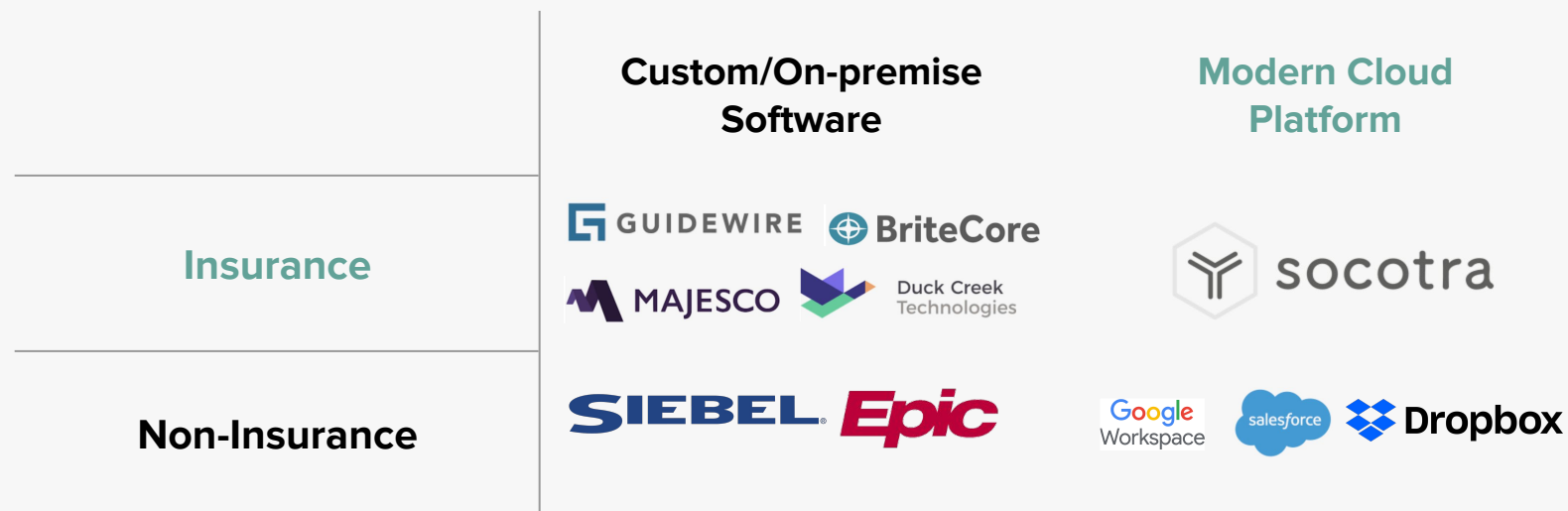
Canned Reports

Commissions

Event Stream

APIs

# Socotra lives at the intersection of the insurance industry and modern cloud





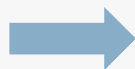
# What we hear from insurers

## Pain Points:

### **18-24 month deployment lead time**

*“Socotra got us live in 6 months versus 27 months with our previous vendor”*

*- Tier 1 Commercial carrier*



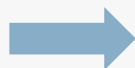
## How We've Solved it:

**Socotra Marketplace** means you can leverage pre-built integrations from data providers, claims solutions, and more. This enables getting to market 2-3x faster than incumbent/legacy solutions.

### **Unwanted reliance on SI's / vendors for any level of change**

*“We went live with no SIs and no Services from Socotra”*

*- Tier 1 Auto carrier*



**Total platform transparency** at docs.socotra.com means real empowerment for insurers. Anyone can deploy it, in 50% of the time for 60% of the cost.

### **Systems that restrict growth**

*“We deploy products faster than we used to get out of the design phase”*

*- Tier 1 Life carrier*



**Next-gen data model** means a new world of agility. Quickly and cheaply launch or migrate any insurance product, in any geography, through any distribution channel; on a single platform.

# We've been busy, and we're just getting started...

→ **7 years ago** this was a concept for an underserved market and we started building for a complex industry

→ **3 years ago** we achieved Product-market fit



→ **In the last 3 quarters**, 140% customer growth



# Trusted by our **global customers** to develop new products and manage their existing book of business.



**United States**  
Personal Lines Motor



**United States**  
Disability Income



**United Kingdom**  
Vehicle Interruption Cover  
for Uber drivers



**United Kingdom**  
Commercial Lines  
(Division of MS&AD)



**Australia**  
Personal Lines Motor



**United States**  
Confidential



**United States**  
Personal Asset Insurance



**United States**  
Term Life  
(Division of Sumitomo Life)

# Socotra is the only modern core platform to engage customers and reach new markets.

A core platform that empowers you to rapidly develop and deploy products your customers want, and distribute them in any manner you like.

Average Socotra customer:

**Live 3x faster**

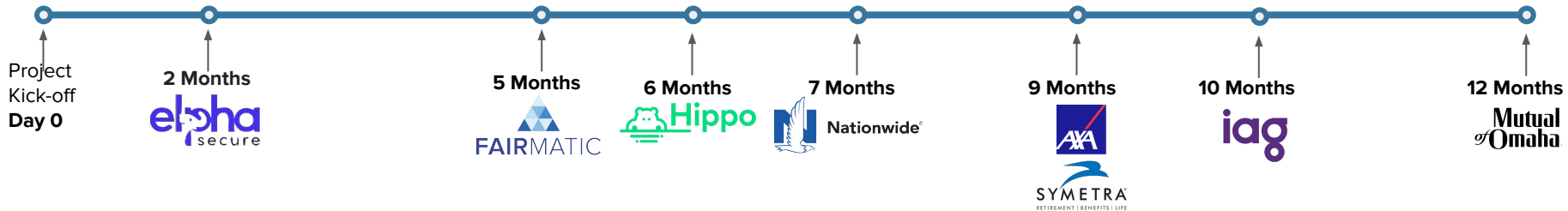
Average Socotra customer during implementation:

**Saves 50%**

After going-live:

**Upgrades \$0**

## Implementation Timeline



# Case Study: AXA

One of the world's largest insurers wanted to launch an insurance product for Uber drivers in the UK as quickly as possible.

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AXA wanted to partner with Uber by providing them with a new-economy insurance product-- "Vehicle Interruption Cover," which gives income protection to Uber drivers in the UK whose driving has been interrupted. AXA wanted Uber drivers to be able to purchase it through the app.



*"In only nine months AXA was able to design and launch a first-of-its-kind, new-economy insurance product without any customization."*

## How we helped

Socotra's powerful data model and open APIs made it easy for AXA to configure a new product and integrate it with Uber's driver platform.

Geography: UK

Partners: **Uber**

# Case Study: Mutual of Omaha

A century-old life insurer charts a course to the cloud.

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As stalwarts in the insurance industry, Mutual of Omaha recognized the benefits of shifting from legacy systems to modern technology in order to deliver better customer experiences. Partnering with Socotra helped them transform their policy operations and develop their first (and most complex) insurance product entirely in the cloud. One year later, their Disability Income insurance product has already launched nationwide, and Mutual of Omaha will apply the new process and cloud architecture across multiple existing product lines.



*“Socotra showed us what frictionless software looks like and challenged us to incorporate, in our own designs, pluggability concepts and encapsulation. When exploring and evaluating other vendor solutions in the insurance value chain, we apply the Socotra standard to them”*

*- Jerry Sayre, Chief Software Engineering Officer, Mutual of Omaha*

## Results

- Mutual of Omaha’s new platform built on top of Socotra can take insurance products from definition to MVP in less than 100 days.
- Mutual of Omaha’s “run” cost on Socotra is 50% lower than its legacy platform.
- Mutual of Omaha’s revised application process resulted in a significant reduction in time required from application to issuance from 50 days to 20 days.

**Geography:** United States

**Product:** Disability Income



# Case Study: Elpha Secure

**A startup MGA wanted to launch a new cyber insurance product for any business and industry.**

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Elpha Secure, a startup MGA focusing on cyber liability, wanted to launch a new cyber insurance product but needed a policy administration system to manage its back-end insurance functionality. Elpha Secure had the technical resources to implement an insurance core platform and without a complete insurance team was able to design the product and go live in less than two months.



***“Elpha Secure holds the Socotra speed record for going live with its cyber insurance product in only six weeks.”***

## **How we helped**

Elpha Secure took advantage of Socotra’s 30-day free trial and public documentation to quickly configure its new Cyber Insurance product on their own. Socotra’s open API structure enabled easy integration with Elpha Secure’s front-end and other systems, significantly reducing their development timeline and costs.

**Geography:** United States

**Partners:**  

# Case Study: Nationwide

A large carrier wanted to launch a new digital insurance platform targeting millennials.

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Nationwide wanted to get a new digital insurance platform to market as quickly as possible. The vision was to allow millennials to take a photo of their driver's license, answer four simple questions, and get a quote in less than a minute. Leveraging a legacy policy admin system would have delayed their timeline by years (instead of launching in months) and led to unpredictable costs.



**Nationwide<sup>®</sup>**

*“Nationwide is going from concept to deployment in 8 months— an unheard of timeline in the industry.”*

## How we helped

Socotra was the only platform that could provide the agility required to accommodate the tight time constraints, a clear and seamless product implementation, and a clear integration strategy that promoted innovation.

**Geography:** United States

**Partners:**





# As an insurer, know your rights

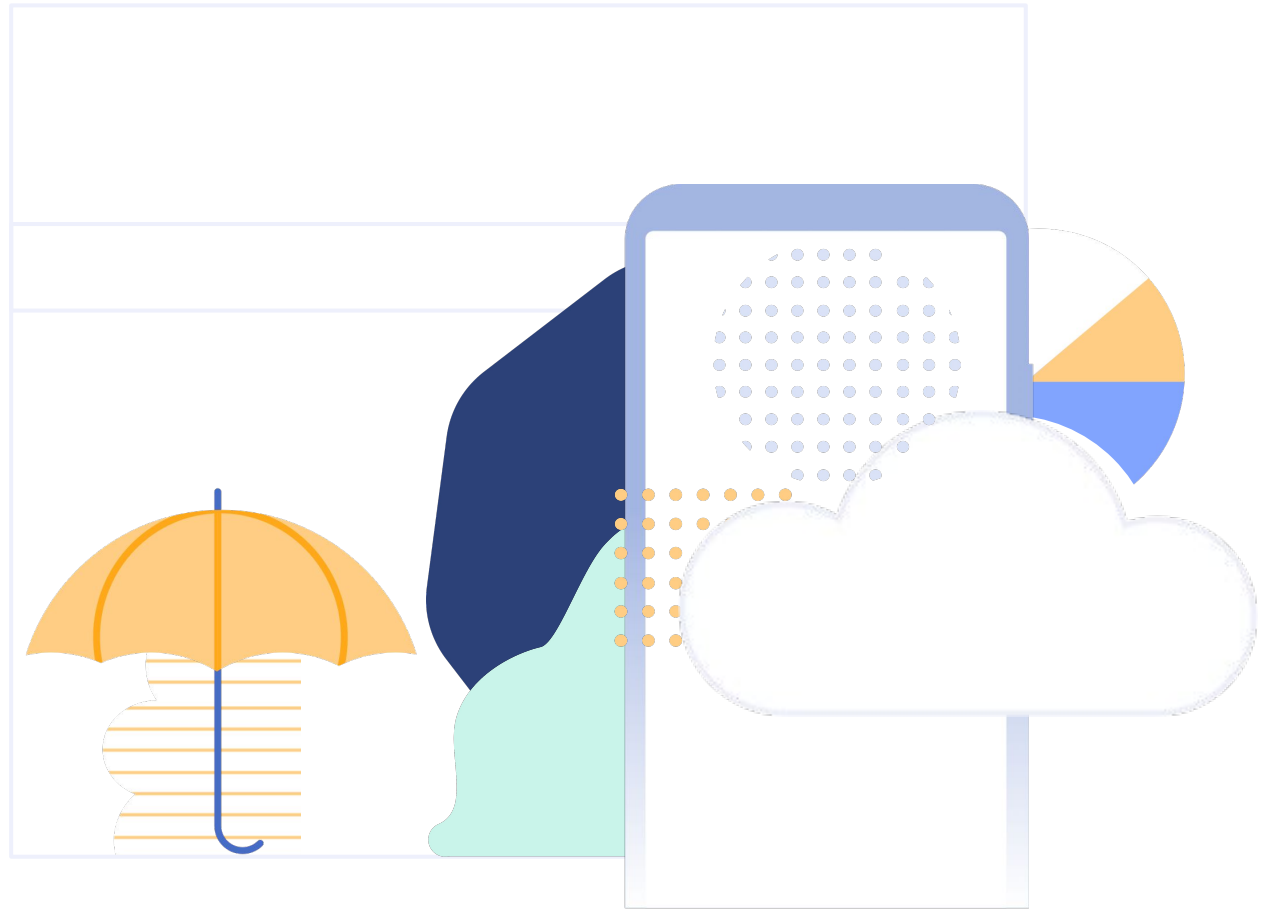
1. You have a right to documentation
2. You have a right to choose your implementation vendor
3. You have a right to keep operating during upgrades
4. You have a right to your data
5. You have a right to a free trial



Where do you want  
to be in 10 years?

The right platform will be there with you,  
even as you discover what's next.

Ask us for a free trial.



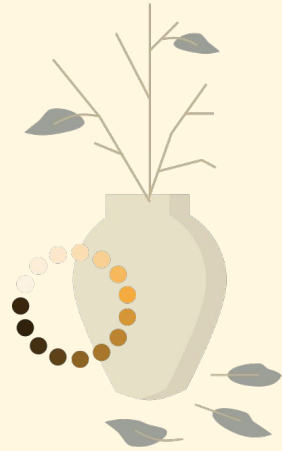
 **breathe**<sup>life</sup>

The **Hybrid** Life Insurance Distribution Platform

November 2021

65%

policies sold  
in person



20+  
year old  
technology  
(35%)

**BAD**  
user experience



**POOR**  
efficiency



Selling  
**REMOTELY**



# Advisors expect an enhanced experience to thrive



**Sell more**



**Stay relevant**



**Easy-to-use  
tools**



**Build  
relationships**



**Customer  
Peace of mind**

# The modern life insurance distribution

**from**

the **disconnected** distribution

1. Broken process: advisors and customers channels working in silos
2. Costly dropouts: long and painful buying process
3. Uninformed decisions: little to no data on customers
4. Undifferentiated distribution: carriers are commoditized

# The modern life insurance distribution

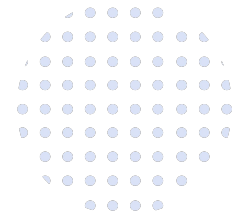
to

the **hybrid** experience

1. Unified buying process through connected channels
2. Enhanced role for advisors
3. Greater access to life insurance products for consumers
4. Leverage power of data to learn and adapt Distribution as a key differentiator for carriers



**Breathe Life is  
powering life  
insurance hybrid  
distribution**







## OUR PURPOSE

To increase global adoption of life insurance

**\$ 1.6 Billion**

Total Insurance Coverage Amount

Proposition #111664271 - All changes have been saved [Back to Signature](#)

Robert Chilton

**Insured**

**General Information**

Choice of Coverage

Personal Information

Medical Information

**Contract**

Policy Holders

Payment

Adviser's Report

**PROPOSED INSURED'S INFORMATION**

Last Name:

First Name:

Middle Name:

Gender:  Date of Birth:

Marital status:

This insured person is the policyholder

Are you an American citizen?

Yes  No

Address:


100 Premium \$76.00 / month

# Best User Experience

- We are digital experts bringing a fresh UX perspective.
- Carriers, distributors and customers appreciate the frictionless experience.

JANE BROWN  
Personal Advisor

50% completed

 **Do you have any life insurance coverage already?**  
Even if it's not with us. We won't be mad, we promise.

Do you own life insurance?

Yes  No ?

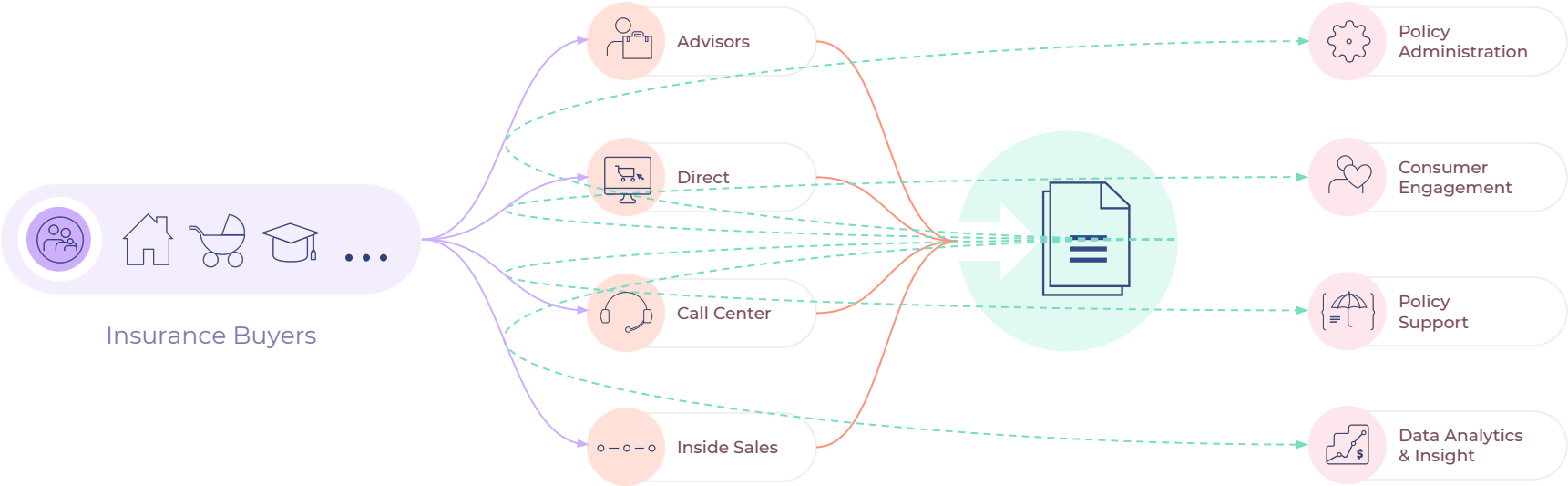
What is the total coverage amount

[Continue](#)

Apply Through an Advisor

© 2020 Clear Health

# We Power Hybrid Distribution



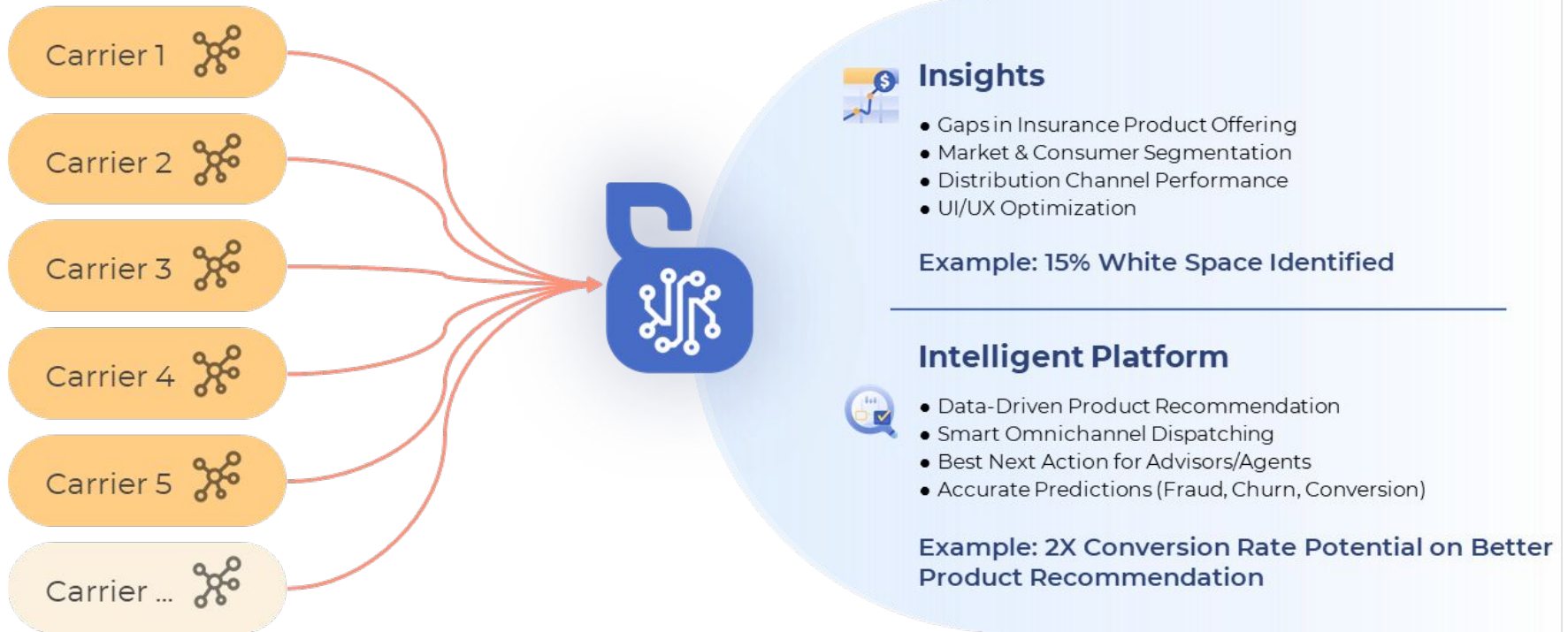
Consumer Experience  
Prospects Capturing & Routing

Quote  
and sell

e-App  
To Delivery

Connect  
and Manage

# WE POWER INDUSTRY-WIDE ANALYTICS













# SIMPLE SAAS PRICING MODEL

We reduce the risk by integrating all costs into our recurring annual fee vs. high upfront costs and lower costs down the line.

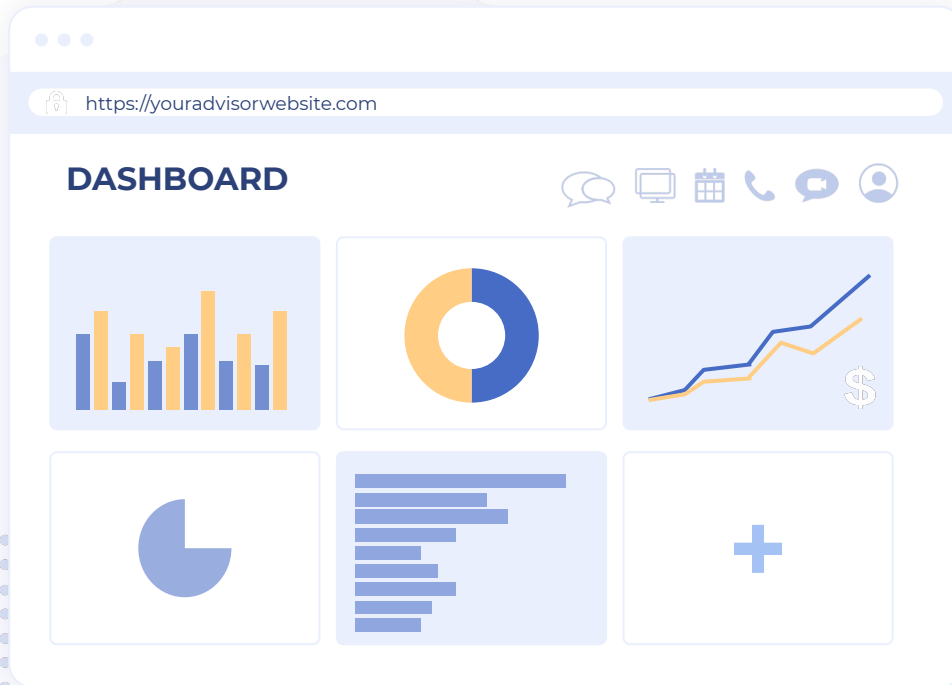
Traditional Vendor

 breathe<sup>life</sup>

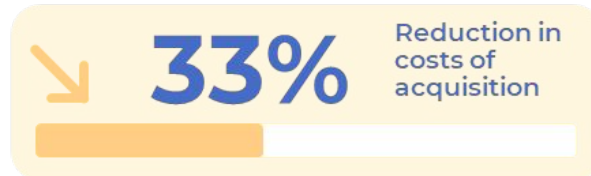
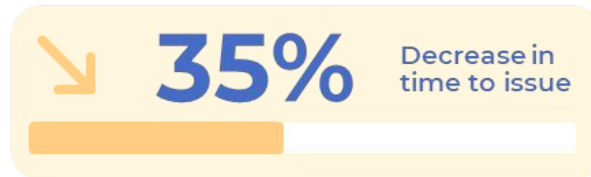
 Implementation	 <i>Additional</i>	 <i>Included</i>
 Integrations	 <i>Additional</i>	 <i>Included</i>
 Analytics	 <i>Additional</i>	 <i>Included</i>
 Support	 <i>Additional</i>	 <i>Included</i>
 Optimization	N/A	 <i>Included</i>

VS

# We Power Client Results



# WE POWER RESULTS



# The Breathe Life Team

## Management



**Ian Jeffrey**  
CEO



**Seb Malherbe**  
CPO



**Carlos Benfeito**  
CTO



**Patrick Viau**  
CCO



**JN Hould**  
COO



## Advisors



**Henri de Castries**  
Breathe Life Investor & Former CEO



**Scott Cochran**  
Breathe Life Investor & Executive VP New Markets, F&G



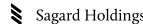
**John Stokes**  
Partner



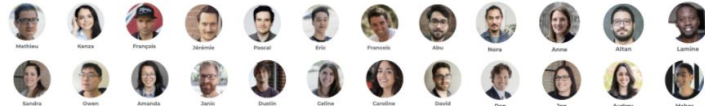
**Maria Hancock**  
Breathe Life Board Member & Former CIO ERM



**Paul Desmarais III**  
Chairman & CEO



**Sharon Ludlow**  
Breathe Life Board Member & Former CEO



world class team of **insurance experts, designers, developers & data scientists**





# API driven insurance for disruptive players

#Hackinginsurance



# Iconic players love us!



**Revolut**



**Insure MyTesla**



*Wolt*

**Glovo!**

**CANYON**

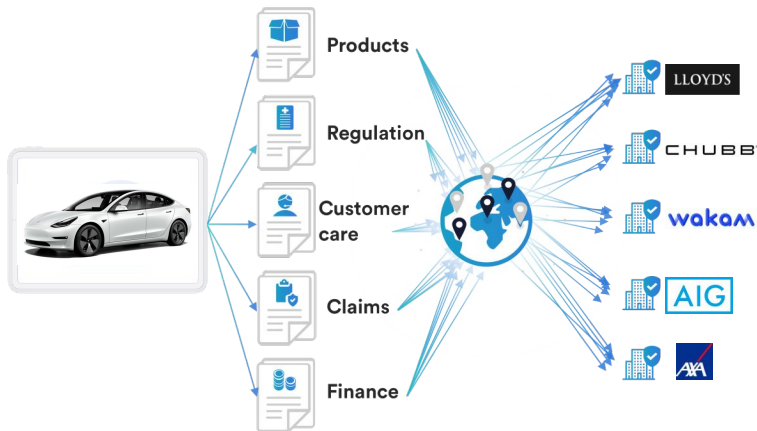
**COWBOY\***



+ many  
more

# Rewiring the Insurance industry

## Complex landscape...

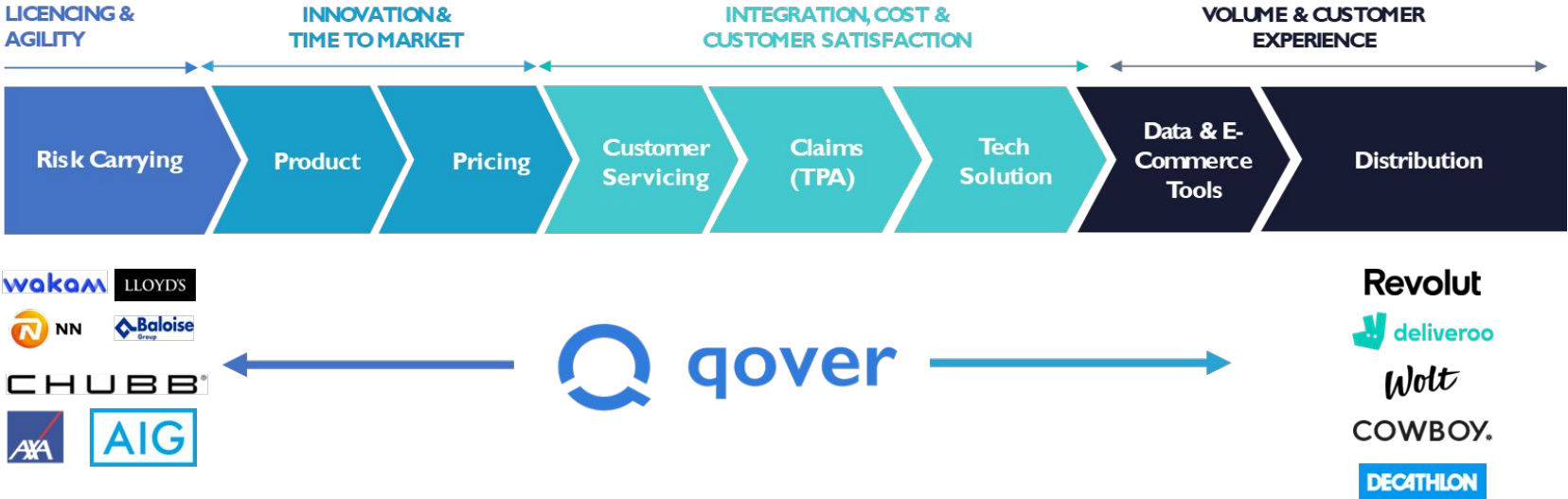


## ...Made easy



**We have built a full stack insurance u solution with cutting-edge technology to enable any business to embed, p-sell or cross-sell insurance**

# We are a Tech Company providing full stack insurance solutions

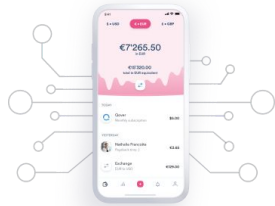


Global digital turn key solution to distribute insurance

# How we crack the puzzle

## Tech

Open-API -  
White-label  
**100%  
proprietary**

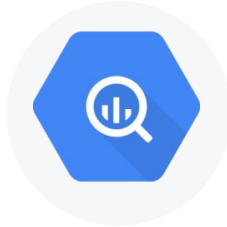


Fully Modular  
Micro-architecture **Can  
launch any product in  
days/weeks**

**Tech  
Infrastructure  
built!**

## Data

Big Query  
Infrastructure  
**in place  
connected to  
numerous  
source of data**

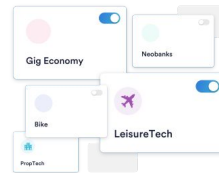


**Collecting Data,  
harvested by  
eCommerce Best  
Practices**

**Building a  
competitive edge  
for the future**

## Insurance

Pan-European  
licenses **Delegation  
of Authority from  
12 insurers**

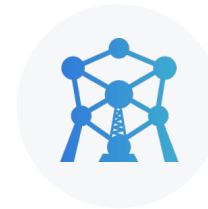


We master boring stuff:  
**Local Regulations /  
Audits / Compliance**

**Insurance  
Infrastructure  
built!**

## Operations

Centrally  
operated  
in Brussels  
**>95% Customer  
Satisfaction**



Operational Excellence  
**800k insured handled  
from Brussels**

**Operational  
Infrastructure  
built!**

## Pan European

Mastering complex  
insurance  
**Active in 32+  
countries**



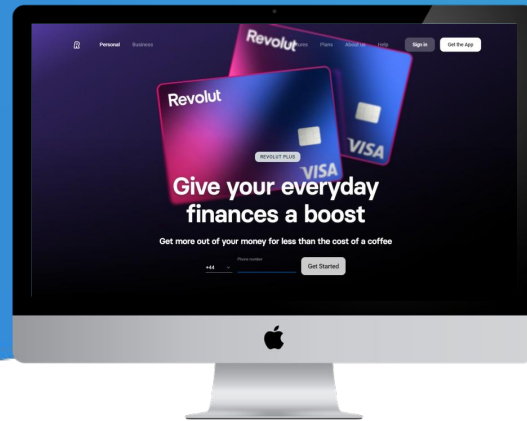
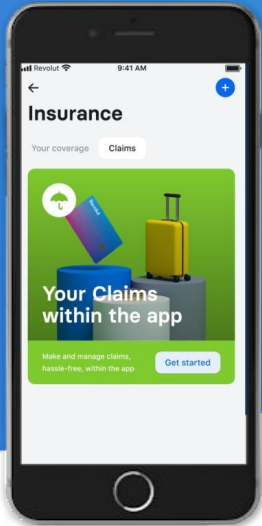
Unique ability to  
launch and manage  
**Pan-European  
programs**

**Unique Pan-European  
capabilities**

A blue wavy banner with the text "Our credentials" in white. The banner has a soft, organic shape with rounded edges and a slight gradient from a darker blue on the left to a lighter blue on the right. The text is centered horizontally and vertically within the banner.

Our credentials

# Fully Embedded Insurance solution



- Global Insurance Solution included in Paid Plans, 33 countries
- Insurance Consultancy & Creation of the “Plus” Plan

- Open API Integration – Real-Time Data exchange
- Full Claim Journey automated and integrated by API in Revolut app

# Revolut

[www.revolut.com](http://www.revolut.com)

- Neobank with 12M+ Personal customers
- **Insurance embedded in the paid plan** to increase the frequency and average amount of payments
- Encourage the conversion of **free users into paid users**



Open API

In real-time, a rider that switches-on his App get insured instantaneously



- Usage based insurance solutions for Food Delivery platforms
- **100.000+ riders** insured on the road
- Live in 11 countries in Europe
- Accident & Health and Liability insurances



**Freelancers insurance that protects them while working and logged to the platform**





#HackingInsurance

[www.qover.com](http://www.qover.com)



# My Insurance

Be in the moments that matter.

November 2021



## Investors



PORTAGE



## Select Accolades



# BACKED BY GLOBAL LEADERS

Flybits wins Frost & Sullivan's  
2021 Global Product Leadership  
Award for customer experience  
in financial services

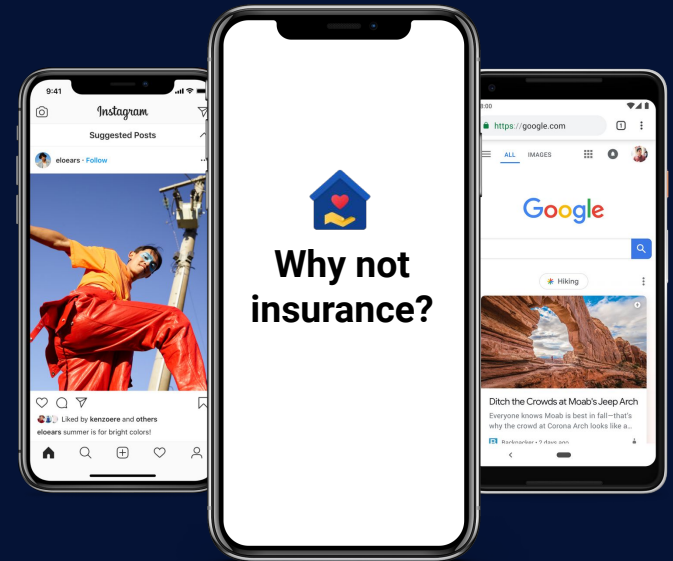
Contact us at:  
<https://get.flybits.com/flybits-icmif>

# Customer expectations are shaped by these apps



80% of Netflix subscribers' watch choices comes from their personal recommendation feed<sup>1</sup>

Everything-as-a-Service  
**Intelligent | Dynamic | Feed**



## Challenges in the insurance space

The insurance industry is undergoing a massive shift in customer expectations

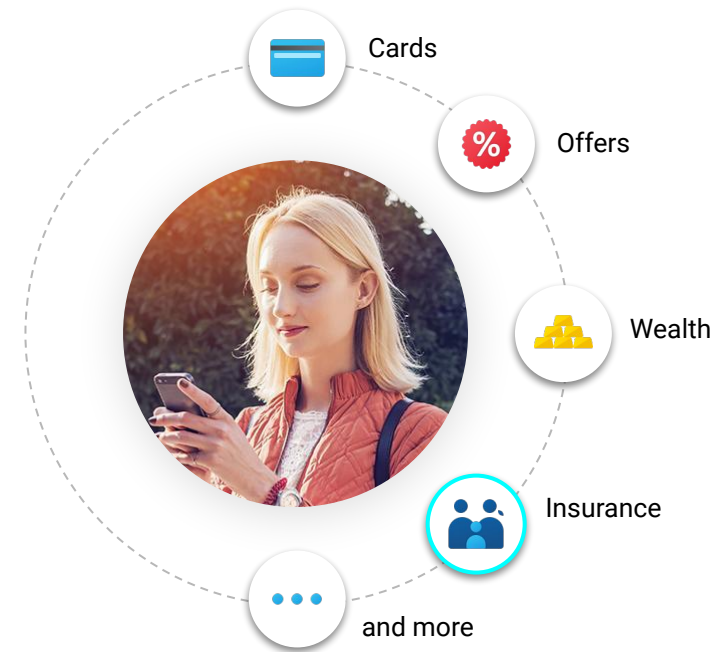
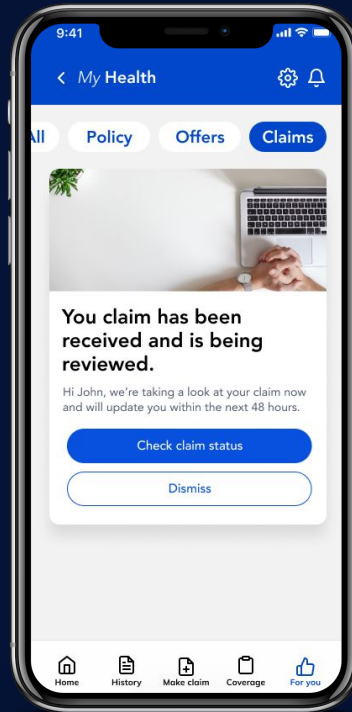
- 1.** Customers are expecting **personalization** throughout their insurance journey; from a **tailored quote** all the way to a **personalized claims** approach (i.e., not just paying a cheque for repairs, but creating a network of service providers for home insurance).
- 2.** Low product differentiation and low brand loyalty results in customer retention focused on **price-sensitivity and value services** (i.e., claims handling process).
- 3.** Insurtechs are disrupting the industry with **novel pricing strategies**, coverages, and digital experiences



# Introducing *MyInsurance*

An always-on solution that elevates the insured's experiences at every lifecycle stage, for every moment.

- ✓ Onboarding
- ✓ Policy engagement
- ✓ Benefits awareness
- ✓ Additional services
- ✓ Rewards acceleration
- ✓ Health education
- ✓ Claims management
- ✓ Cross-sell banking / wealth



# My Insurance



## My Insurance Modules:


My Car

My Health

My Home

## MY INSURANCE

Provide your customers with a next-level insurance recommendation feed, pre-packaged with a variety of touchpoints, ranging from underwriting to cross-sell to claim resolution. Unify and increase usage of your loyalty programs.


 Onboarding

 Tailored Programs

 Loyalty & Rewards


 Offers

 Policy Management

 Claim Notifications

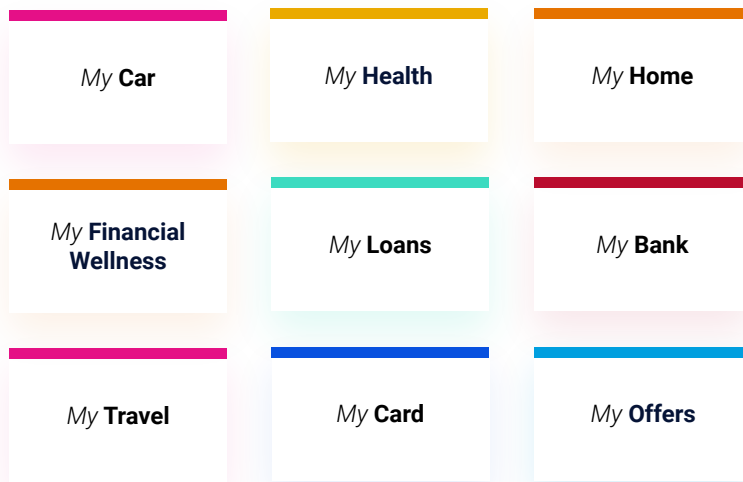
 Cross-sell / Upsell

 Loss Adjustments & Claim Settlements

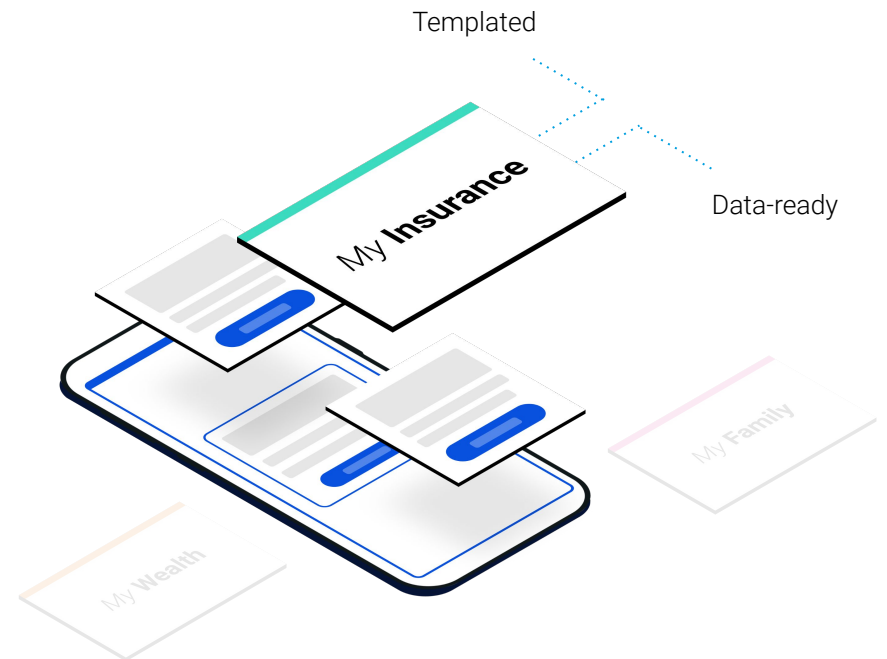
 Risk Prevention and Education

# Financial services: À la carte modules

At Flybits we provide you with a broad variety of templated experiences and use case libraries completely customizable to your brands. This will enable you to easily design and launch campaigns at speed, to capture the moments that matter.



*and more...*

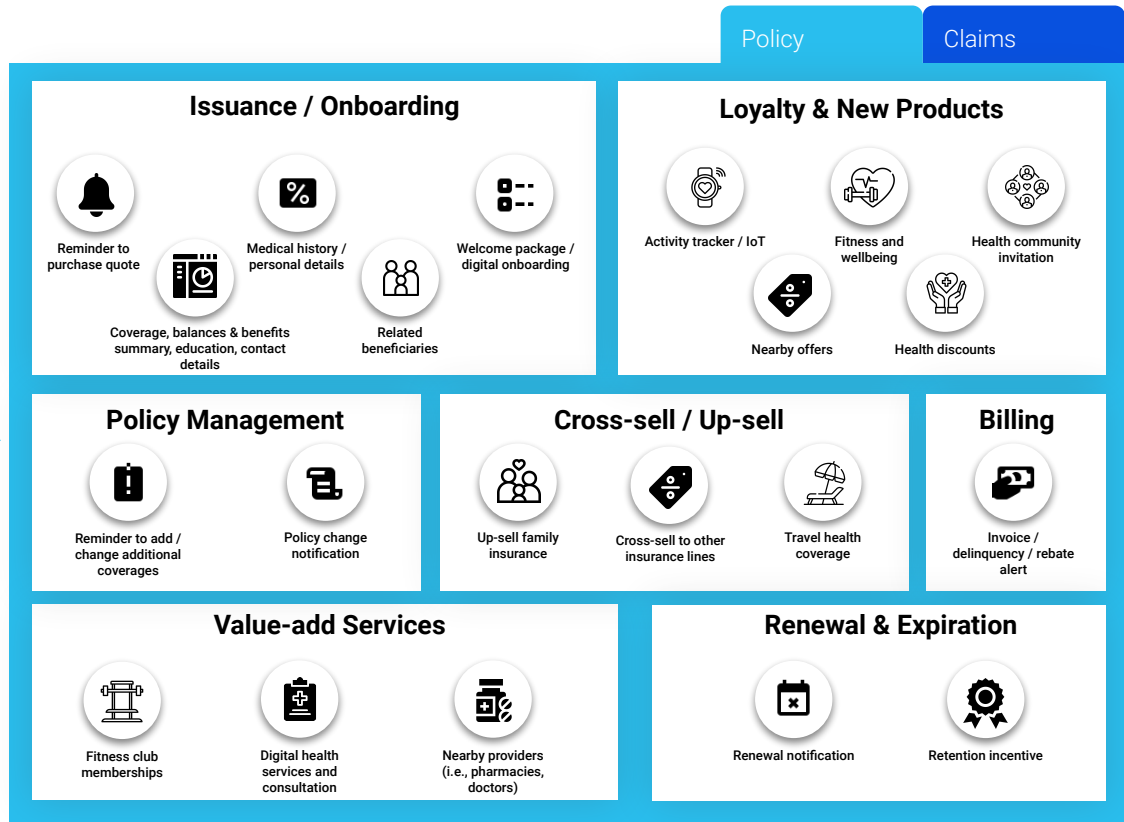
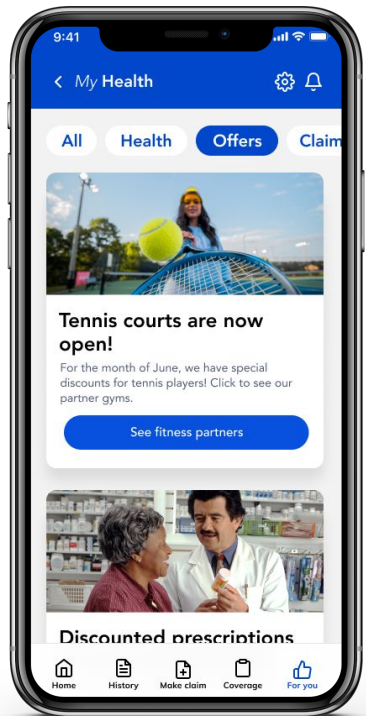




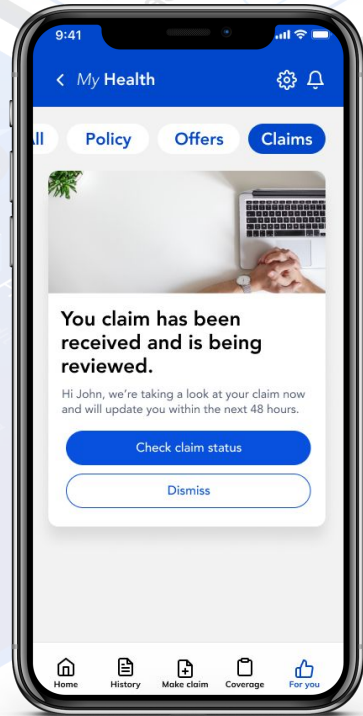


MY HEALTH **INSURANCE**

# An array of available templated experiences provided by Flybits



# An array of available templated experiences provided by Flybits



Policy Claims

### Claim Education

- Claim instructions (via app, call center)
- Forward to live chat
- One-click access to claims
- What to do in emergencies
- Healthcare provider referral details

### Risk Management / Alerts

- Government health alerts
- Travel-based health warnings / advice
- Accident prevention services (i.e., stroke, heart attack)
- Personalized health and fitness education
- Health check reminder

### Claim Handling

- Claim received confirmation
- Claim declined notification
- Claim adjudication notification
- Claim payment notification
- Customer service survey
- Missing claim details reminder
- Direct bill healthcare provider

# The value of Flybits

Payoffs of investing in your digital sales stack

**Improve customer satisfaction**

**10-15 ppt**

Increase in NPS

**Stronger revenue**

**10-30%**

Revenue growth from lasting customer loyalty

**Greater monetization of existing traffic**

**2-3x**

Faster revenue growth by personalizing experiences

Flybits

# A powerful platform with 3 key value propositions



## Channel intelligence

Increase conversion by leveraging our multifaceted intelligence engine to drive relevant, personalized end-user experiences



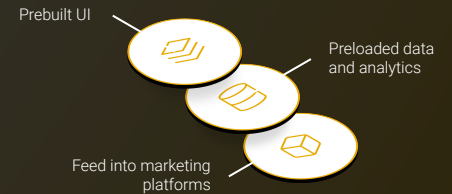
## Elevated and unified experiences across products

Activate turnkey and customizable product modules that map back to your products and services.



## Turnkey integration

A 1-time, lightweight API-based integration within your app and across their platform, complete with theming and flexible data ingestion.



# The Flybits Stack

Powered by 5 Key Flybits Pillars

## 1 Intelligent consumer experience

Intelligent last mile delivery that leverages AI to provide a Netflix-like experience to your customers. Drive customers back into your app with relevant content in the moment that matters.

## 2 A 1-time API-based integration

Flybits Concierge is an embedded layer that sits inside your existing mobile app. Designed to avoid IT constraints and expedite time to market, Concierge takes as little as 1 week to integrate.

## 3 Orchestration & decisioning

A no-code Studio for marketers to design and launch new experiences directly into your mobile channel in minutes, without relying on technical support. Quickly test and learn, and discover what consumers care about.

## 4 Data ingestion

Flybits assembles your proprietary data and enriches it with OOTB 3rd party and device level data. Data ingestion is flexible to accommodate the stage of your data journey. You can connect via APIs, streaming or a simple CSV upload.

## 5 AI-Driven Optimization

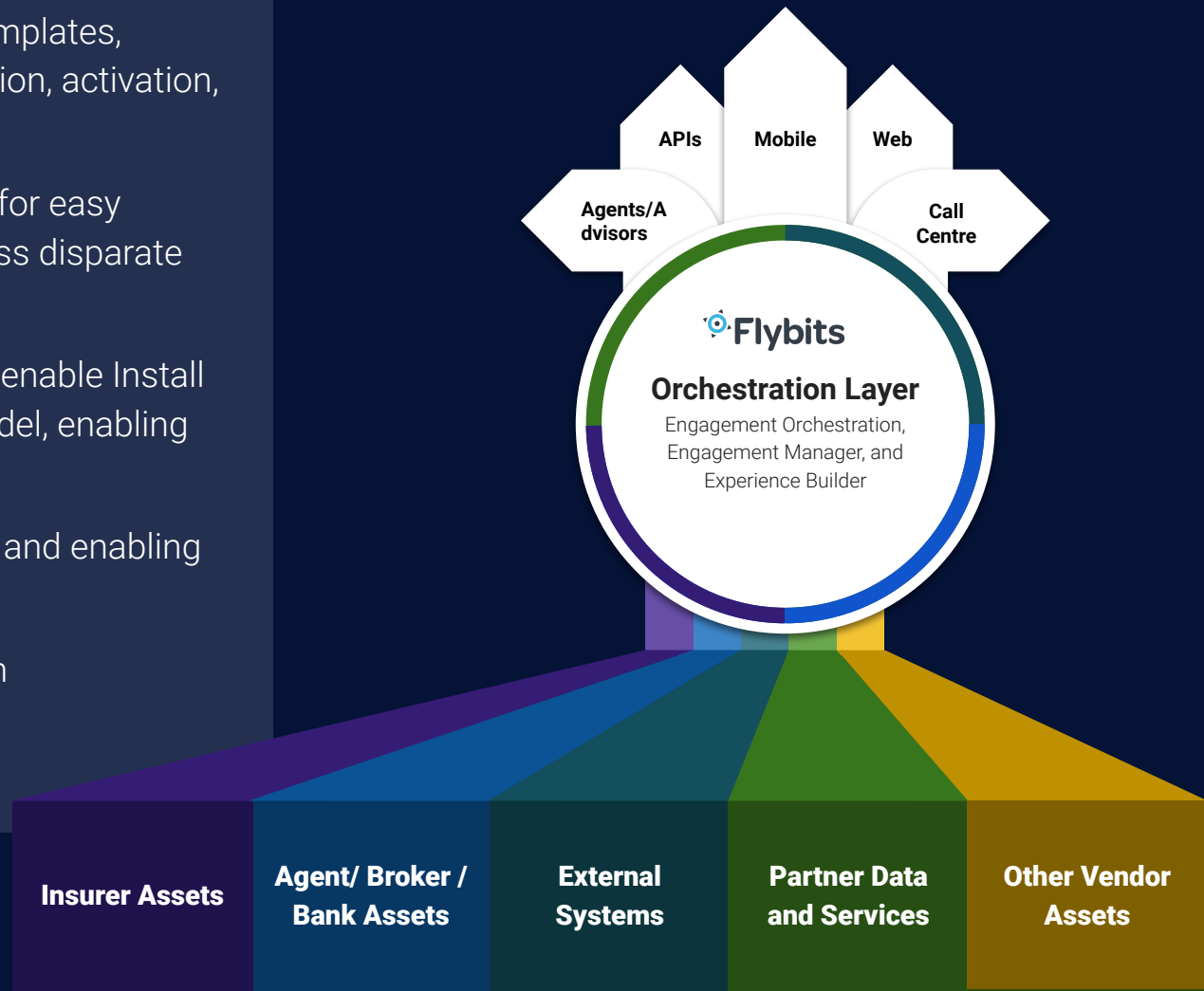
Leverage Flybits Smart Tools to optimize targeting and prioritize experiences, with our auto-generating machine learning engine. No technical expertise required.



# Flybits as the Orchestration Layer

## Executive Summary

1. Insurer and its services as templates, enabling frictionless automation, activation, churn mitigation, and upsell
2. Data infrastructure designed for easy ingestion/normalization across disparate systems
3. Multi-tenant infrastructure to enable Install Once, Deploy Everywhere model, enabling different business units
4. Support of regional schemes and enabling new tech partners
5. Flexible deployment based on geography regulation





**Thank You!**

**Contact us at:**

<https://get.flybits.com/flybits-icmif>

ICMIF Webinar

# Perspectives on Partnerships Q&A



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Fund  
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# Partnership Playbook

Guiding principles and tools to help achieve mutually beneficial partnerships between LPs and Portcos

## Best Practices and Tools For Limited Partners

**OBJECTIVE**  
Move forward a strategic initiative or solve a tactical pain point for the business

**KEY CONSIDERATIONS**

- Is there a problem or pain point to solve?
- Is there executive or business support to implement?
- Has the market been scanned for best potential partners?
- Are internal capabilities mature enough to support a fintech partnership?

**BEST PRACTICES**

- Remember you are owners in these companies and it benefits everyone in the ecosystem partners with each other where possible
- "You don't need to find the unicorn"

**TOOLS**

- Internal strategic roadmaps
- Market scan of potential partners

HOW CAN PORTAG3 HELP?

- Support the identification of potential opportunities between LPs and PortCos and objectives
- In cases where there is no natural alignment between LPs and PortCos, help inform the correct strategic fit and industry trends to support opportunities

ON THE RADAR / LP Overview / 4

## CASE STUDY

How National Bank Life Insurance Co. defined their opportunity and found the right partner.

- 1**

For a successful, swift partnership, enterprise firms need to have a clear vision of what they want

National Bank Life Insurance Co. needed to strengthen their digital offerings to help advisors distribute their life insurance product line
- 2**

Honestly evaluate capability gaps in order to decide the best partners to fill them

Breathe Life's significant expertise in digital marketing stood out. Their strong content strategy and support, including social media marketing, was a contributor to National's decision to partner with them
- 3**

Know your success look

The partners multi-channel and reduced customer acquisition by 33%. Over 4 months, results were with Breathe Life

CASE STUDY / National Bank x Breathe Life / 10

## THE PARTNERSHIP FRAMEWORK

**Objective** Help make the exploration and execution of LP and PortCo partnerships more efficient for all involved

Provides a high-level overview of the most relevant considerations at each step of the partnership pipeline and highlights the key areas of alignment between LPs and PortCos required to support a successful project launch

<p><b>01</b></p> <p><b>ON THE RADAR</b></p> <p><b>Limited Partners (LPs)</b></p> <p>Conduct high level evaluation of:</p> <ul style="list-style-type: none"> <li>• Strategic fit</li> <li>• Business problem</li> <li>• Prioritization</li> </ul>	<p><b>02</b></p> <p><b>FIRST MEETING / DEMO</b></p> <p><b>Limited Partners (LPs)</b></p> <p>Conduct evaluation of:</p> <ul style="list-style-type: none"> <li>• Business model</li> <li>• Analysis of offering</li> <li>• Deeper understanding of company</li> <li>• Culture fit</li> </ul>	<p><b>03</b></p> <p><b>USE CASE IDENTIFICATION</b></p> <p><b>Limited Partners (LPs)</b></p> <p>Evaluate for:</p> <ul style="list-style-type: none"> <li>• Strategic priority alignment</li> <li>• Fit (product/service, market, risk)</li> <li>• Decide best course of action (POC, Pilot, Project)</li> </ul>	<p><b>04</b></p> <p><b>PROJECT INITIATION</b></p> <p><b>Limited Partners (LPs)</b></p> <p>Engage stakeholders to:</p> <ul style="list-style-type: none"> <li>• Confirm budget, scope and timelines</li> <li>• Initiate risk assessments</li> <li>• Initiate contract discussions</li> <li>• Identify and secure required resources and set up team</li> </ul>	<p><b>05</b></p> <p><b>LAUNCH</b></p> <p><b>Limited Partners (LPs)</b></p> <p>Implementation of:</p> <ul style="list-style-type: none"> <li>• POC</li> <li>• Pilot</li> <li>• Project</li> </ul>
<p><b>Alignment</b></p> <p>What are the biggest opportunities in the market and which align best to our strategies?</p>	<p><b>Alignment</b></p> <p>Is there a business, culture, and capability fit?</p>	<p><b>Alignment</b></p> <p>Is this use case appropriate for the objective(s) we are trying to achieve?</p>	<p><b>Alignment</b></p> <p>Are we aligned on all key requirements, plans and expectations</p>	<p><b>Alignment</b></p> <p>Have we delivered on what was promised?</p>
<p><b>Portfolio Companies (PortCos)</b></p> <p>Define:</p> <ul style="list-style-type: none"> <li>• Your ideal partner</li> <li>• Your value proposition and place in the competitive landscape</li> <li>• What COB would you like to partner with first /problem you want to solve</li> </ul>	<p><b>Portfolio Companies (PortCos)</b></p> <p>Introduction or demo to highlight:</p> <ul style="list-style-type: none"> <li>• Business model</li> <li>• Product/service offering</li> <li>• Value add to LP and possible use cases</li> </ul>	<p><b>Portfolio Companies (PortCos)</b></p> <p>Engage with key LP contacts and identify:</p> <ul style="list-style-type: none"> <li>• Business opportunities</li> <li>• Potential pain points (management/culture, business models, technology infrastructure)</li> </ul>	<p><b>Portfolio Companies (PortCos)</b></p> <p>Ensure that:</p> <ul style="list-style-type: none"> <li>• Project team and resourcing are available and appropriate</li> <li>• Risk and compliance documentation is up to date</li> </ul>	<p><b>Portfolio Companies (PortCos)</b></p> <p>Define:</p> <ul style="list-style-type: none"> <li>• Success and measure it</li> </ul>

# If you're interested in learning more about Portage Ventures

**Get in Touch**

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