



## Joint e-Venture programme

For when you have a really great idea for the Internet but don't know where to start in terms of a development partner.

**Technology-focused  
Business Consulting**

Telephone 0800 756 6777

[www.iep.co.uk](http://www.iep.co.uk)

## We turn internet ideas into reality

So you have a really really great idea for the Internet but don't know where to start? Help is here!

It's frustrating but true, internet ideas are a dime a dozen and only a small number ever see the light of day. Of those only a very small percentage enjoy commercial success.

Seed capital is really scarce in Europe especially given the economic downturn and financial squeeze. Even in more normal times, Europe hasn't produced many global success stories in the Internet field and therefore access to capital for early stage investments is severely limited.

Whether an idea belongs to an individual, a start-up business, a large corporation or even a public authority, finding the right IT partner with business acumen is of paramount importance in surviving and growing in the new economy; One with the right mix of technical and business skills and with the experience of start-up environments and a good understanding of the huge issues and obstacles that must be overcome.

## Help is here

This is where the IE Partnerships' team of specialists really comes into play. We are technologists, businessmen, marketers, investors and experienced business developers - all wrapped up in one.

Our Joint e-Venture© programme builds on this expertise to offer you a partnership whereby we undertake the software development and provide a mix of advice and hands on assistance in return for an equity stake in your business.

In this way, not only does the joint venture turn your idea into reality, it also contributes practical advice and experience that is essential in ensuring your idea is one of the small percentage that enjoys commercial success. It's like engaging the IE Partnerships' virtual CIO or technology advisor services, but it comes with the package!

In effect we guarantee the full backup for all the consultative, IT and software development needs of the e-venture and thus the proprietor can concentrate on managing the business.

## JeV services

Within reason, we invest whatever is required to develop the product/service concept in return for an equity participation in your new venture. We contribute in a number of ways:-

- strategically by applying elements of our advisory services to ensure the approach will enable your business plan
- in design terms with our IT system design and software advisory services to ensure a cost effective and scalable approach
- by undertaking the development at Sibilo using a mix of UK and off shore based resources to ensure a low cost seamless development

In some projects we ask for a contribution to development costs and on occasion we participate simply on a shared revenue basis. The approach depends very much on the merits of your idea, your business plan and the credentials of your team. Before we invest in your new venture, we have to be certain that you have thought about marketing your product/service and that you will be able to make those most important sales!

## Apply now

If you have a good idea and would like to apply for our Joint e-Venture programme, please complete the application form on the IE partnerships website at [www.iep.co.uk/en/jevform](http://www.iep.co.uk/en/jevform). If you have a business plan, you can also use the application form to upload that and send it to us.

## Other services

A range of services from strategic technology-related business consulting to hands on project management:-

- **Practical Advice** - helping you to make the right technology related decisions
- **Project Management** - an external resource to make things happen
- **Software Development Support** - find the right supplier for your needs and manage every aspect of the development
- **Joint e-Ventures** - for turning internet ideas into reality
- **Virtual CIO** - tap into the knowledge and expertise of wizened technologists without the full time cost
- **IT strategy and IT Audit** - maximising your chances of achieving your business objectives

We act as a trusted business technology advisor for organisations that don't have the in house expertise or breadth of experience to address the challenges and opportunities of today's digital economy and internet enabled world.

We help interpret your current and future business needs in terms of the IT systems, software applications and internet technologies necessary to ensure you meet your business objectives and maintain your competitive advantage. And we provide implementation services to help you deliver successful outcomes.

We provide strategic input and practical hands on advice whether it's helping to build your business case, identifying potential solutions, developing a strategy, creating specifications, assessing products/vendors, developing software or implementing your solutions.

We offer project management services for transformation projects and software development programmes, and we provide a cost effective virtual CTO/CIO service for organisations where

technology is pivotal to the success of their business but where it is not cost effective to employ a full time person.

For organisations that have a need for a bespoke software solution we offer a range of software development support services to help you get the most from your investment and obtain the very best results.

Our sister company - Sibilo, provides software development services using a mix of UK based and off-shore resources delivering a quality, cost effective option for bespoke software development projects and transactional website designs.

We also offer a Joint e-Venture programme targeted at individuals and organisations who have a great idea for the Internet but don't know where to start or don't have the in house resources to turn the idea into reality.

We are happy to work on a project by project basis or on a regular long term basis, at an agreed day rate, on a fixed price contract and in some circumstances on a results-driven basis. Our Joint e-Venture programme often involves equity participation.

Other PDF downloads are available from the Services section of the IE Partnerships website at <http://www.iep.co.uk/en/services>.