



THE GROWTH INCUBATOR  
FOR GLOBAL BUSINESSES.

## **Disrupting InsideOut™**

Creating, building and launching new ventures generated from within their organizations.

## **Disrupting OutsideIn™**

Designing and managing world-class corporate venture groups.

# WHO WE ARE.

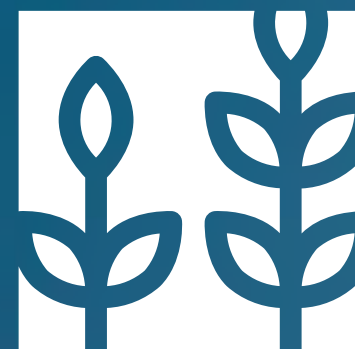
# MACH49™

We help global businesses build a pipeline and portfolio of new ventures to drive disruptive growth.



## Launch Ventures

Leverage your internal talent, customers, and assets to incubate disruptive new ventures in 12 weeks — then accelerate them to generate real revenue.



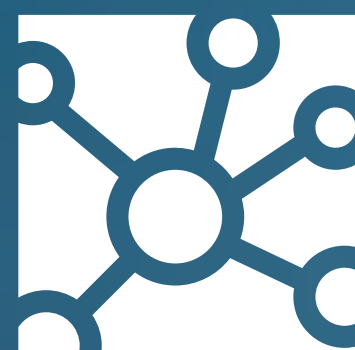
## Build Incubators

Create and operate an internal incubator that continuously delivers a pipeline and portfolio of new ventures.



## Do Corporate Venturing

Design and manage a world-class CVC Fund, improve the performance of your Executive Investment Committee, and / or maximize the partnership value of external startups.



## Bring Silicon Valley Inside

Build an internal ecosystem of entrepreneurs, investors, and advocates to drive growth and seize your Mothership advantage.

**Mach49 is 100% focused on execution.**

We help companies **disrupt themselves from the InsideOut™** and **Outsideln™** to beat the startups at their own game.

**We're a unique cadre** of successful entrepreneurs, VCs, and C-Suite executives — an extremely experienced team that has collectively helped **generate billions of dollars in market value** over our operating careers.

We have invested years developing a **teachable, repeatable, scalable methodology** and library of processes, tools, templates, activities and more **to build client capability** — not dependency.

**THE GOAL IS TO BUILD A PIPELINE AND PORTFOLIO OF VENTURES TO GENERATE MEANINGFUL GROWTH.**



**IDEATE**



**INCUBATE**



**ACCELERATE**



**SCALE**

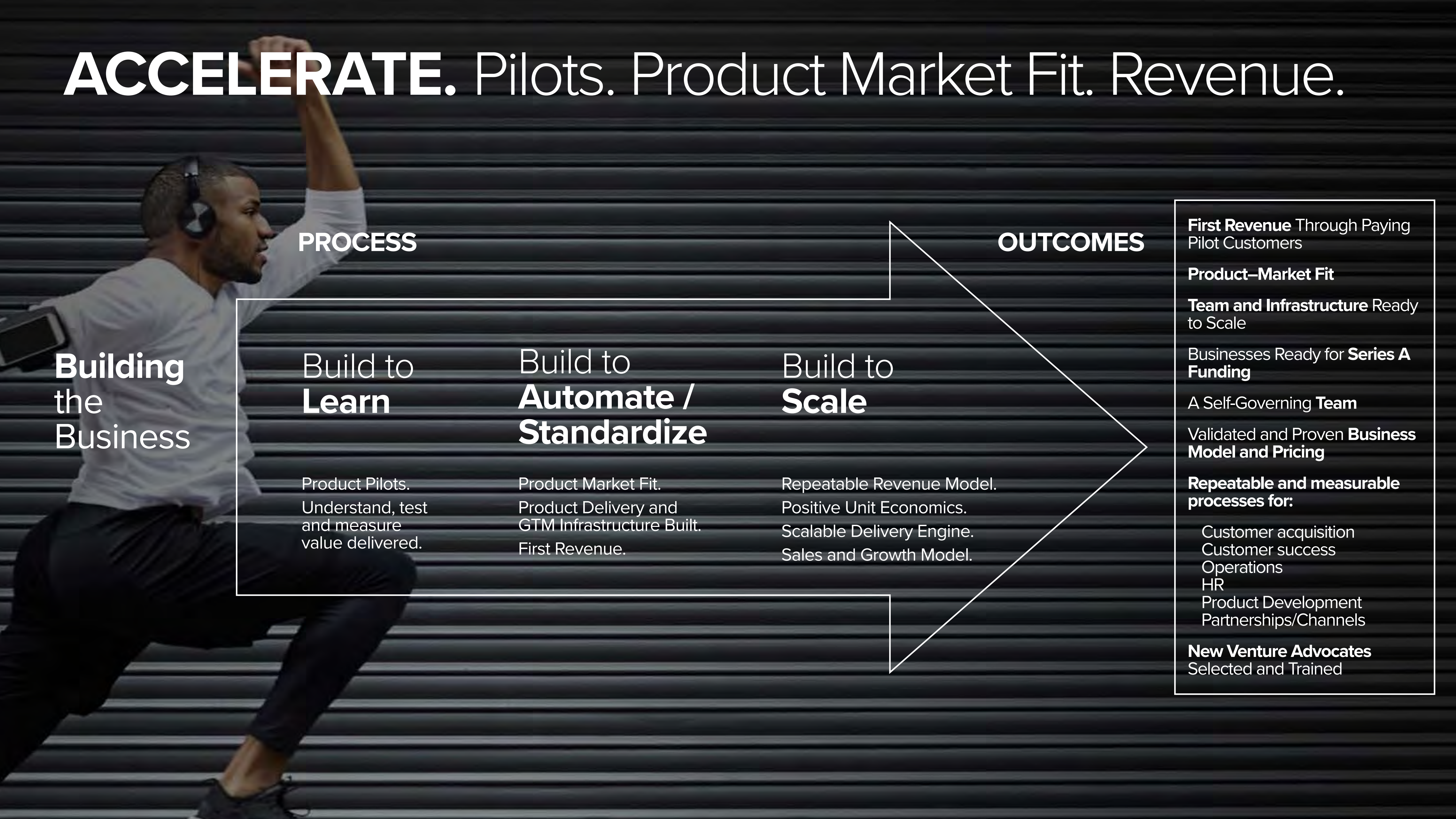


# INCUBATE. Only 12 Weeks to Launch a New Venture.



**Customer Development Never Sleeps.**

# ACCELERATE. Pilots. Product Market Fit. Revenue.



**Building  
the  
Business**

## PROCESS

### Build to **Learn**

Product Pilots.  
Understand, test  
and measure  
value delivered.

### Build to **Automate / Standardize**

Product Market Fit.  
Product Delivery and  
GTM Infrastructure Built.  
First Revenue.

### Build to **Scale**

Repeatable Revenue Model.  
Positive Unit Economics.  
Scalable Delivery Engine.  
Sales and Growth Model.

## OUTCOMES

**First Revenue** Through Paying  
Pilot Customers

**Product–Market Fit**

**Team and Infrastructure** Ready  
to Scale

Businesses Ready for **Series A  
Funding**

A Self-Governing **Team**

Validated and Proven **Business  
Model and Pricing**

**Repeatable and measurable  
processes for:**

- Customer acquisition
- Customer success
- Operations
- HR
- Product Development
- Partnerships/Channels

**New Venture Advocates**  
Selected and Trained

# DO CORPORATE VENTURING.



**Design, launch, and manage world-class CVC Funds** leveraging the experience, deal flow, global network, and success of our top-tier Silicon Valley VCs.



**Support Executive Investment Committees** without a CVC, who are investing off the balance sheet — bringing the discipline, portfolio mindset, metrics, and best practices needed to drive meaningful growth.



**Adopt best-in class-methods for partnering with and leveraging external startups** to drive maximum value and innovation across the core business.



How Companies Can Launch New Ventures  
at Startup Speed to Drive Growth.



# Disrupting Inside Out

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