

Apex Investment Partners (A) – Questions

1. How has AccessLine financed itself to date? Why did they choose this strategy? What have been the implications for the firm?
2. How good of a fit is Apex Investment Partners as a source of venture capital for AccessLine? How does it compare to the alternatives?
3. How attractive are the terms that AccessLine has proposed to Apex for the Series B financing? What are the key differences from those in Series A financing round?
4. What issues, if any, should Apex be concerned about? What changes in the term sheet would you propose from the perspective of Apex? How would you resolve the conflict about valuation with the Series A investors?