

Johnston Company Clients

(Grouped by Industry)



Client	Start date	Industry	What they do	What we did
Energen	Jul-03	Advanced Materials	Precision actuators using patented magnetostrictive materials	Align business and personal goals, select bank lender, join advisory board
IEQ	Feb-01	Financial Services	Software product for large financial firms	Advised corporate executive on possible spinout
Automated Business Development Corp.	Feb-96	Financial Services	Software and service for mutual funds to comply with state regs	Bank loan, monthly forecasting, pricing, sale of company to PNC
Bi-Weekly Mortgage Acceptance Corp.	Jan-90	Financial Services	Service to convert monthly mortgage payment to every two weeks	Accounting cleanup, cap table, investor negotiations
Cross Communications, Inc.	Aug-88	Financial Services	Equipment trader	Search for lease financing
Annie's Homegrown	Jan-03	Food	Natural and organic food sold through retailers	Prepare for Board of Directors meeting
Kettle Cuisine, Inc.	May-99	Food	Gourmet refrigerated soup for restaurants and stores	Bank loan \$3M, first forecasting model, hire controller, launch BOD
H & A (Boston Chicken)	May-92	Food	Restaurant franchisee	Review financial model, approach banks for financing
StarGate Semiconductor	Jun-03	Hardware	New concept for chip design gives benefit of ASIC at lower cost	Brainstorming to create and position the business, pitch it to investors
Protonex	Aug-02	Hardware	Fuel cells for electronic devices	Business plan summary
Actuality	Apr-02	Hardware	Software, optics, and hardware for true 3-D display	Prepare for Board of Directors meeting, financial model, forecasting
Xtalight, Inc	Sep-01	Hardware	Advanced method for smaller features on chips	Financial model, prepare for presentations to investors
PhotoSecure	Aug-00	Hardware	Printed mark to protect branded goods from counterfeiting/diversion	Bookkeeping, financial statements
Oracom	Jan-00	Hardware	Hardware and software to manage satellite earth stations remotely	Help hire controller, BOD meetings, monthly cycle, forecasting
ClearOne	Aug-98	Hardware	Voice and video conferencing devices	Downsizing, possible sale, angel funding, sales pipeline
Acknowledge, Inc.	Apr-93	Hardware	Tape and optical storage hardware and software	Creditor management, sales pipeline, CEO advisor
Zytron Corporation	Apr-90	Hardware	Design and manufacture of power supply devices	Investor negotiations, accounting setup, forecasting, cash management

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Aurora Technologies, Inc	Jan-90	Hardware	Communication cards for Unix workstations	Bank loan, new space, hire controller, launch BOD, sale of company
Adaptive Networks, Inc.	Sep-89	Hardware	Spread spectrum data communications over power lines	Accounting cleanup, BOD meetings, distribution partner negotiations
Architectural Communications, Inc.	Jun-87	Hardware	Telephones	
MIL Electronics, Inc.	Jun-87	Hardware	Design and manufacture of power supply devices	Monthly cycle, accounting cleanup
Cadec Systems, Inc.	Dec-86	Hardware	On-board computers and software for truck fleets	Collections backlog, monthly cycle
Isis Maternity	Aug-04	Health Care	Classes and retail products for new and expecting mothers	Search for Board of Directors member, CEO advisory
Sleep HealthCenters	Nov-01	Health Care	Clinics for diagnosing sleep disorders	Prepare for successful litigation with partner, CEO advisor, search
Handi-Van of Lowell, Inc.	Aug-88	Health Care	Ambulance service and wheelchair transportation service	Chap. 11 turnaround, team accountability, monthly cycle, acctg s/w
KEA Consulting	Sep-03	Investment Management	Entrepreneur and former JCO client now doing angel investing and mgt	Clarify goals and structure, search for and hire office manager, advisory
Saunders Capital Corporation	Jan-88	Investment Management	Investor looking for leveraged buyout targets	Evaluate possible acquisitions, financial modelling, negotiation support
Theikos	Oct-03	IT Services	Salesforce.com customization and training, with outsource to India	Monthly accounting cycle, forecasting, CEO advisory
Intingaro	Oct-02	IT Services	Blueprint cataloging for hospitals	
New England Streaming Media	Sep-02	IT Services	Webcast services for financial services firms	Define Board of Directors mandate and search criteria
Granitar Systems, Inc.	May-99	IT Services	Professional firm creating web sites for content commerce	Billing, monthly cycle, forecasting, BOA meetings, strategy
Onward Technologies/Online Computer Market/CSC	Jun-95	IT Services	Professional firm creating web sites, front and back end	Forecasting, monthly cycle, sales pipeline, project tracking, launch BOD
Mercury Therapeutics	Oct-03	Life Sciences	Small molecule drug discovery and development based on PK targets	Financial awareness, forecasting, CEO advisory, positioning for funding
SOLX	Mar-01	Life Sciences	Laser device for treating glaucoma	First financial projection, assess three funding approaches, bookkeeping

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RadioMed	Jan-01	Life Sciences	Implantable radioactive source for prostate cancer therapy	CEO mentoring, accounting clean up, advise on investor issues
Biomat Corporation	May-88	Life Sciences	Collagen substrate with engineered properties for cell culture	Business plan, SBIR funding, VC presentations
Union Machine Co.	Sep-91	Manufacturing	Precision manufacture of aircraft engine components	Bank workout, weekly cash management, complex billing to GE
Cummins Engine Company, Inc.	Sep-86	Manufacturing	Manufacturer of diesel engines	Collections, financial reporting and forecasting, corp. partner relations
Valora	Dec-04	Outsourced Services	Document processing for litigation support	Preparation for Board meeting, accounting review, CEO advisory
Spencer Technologies	Sep-03	Outsourced Services	Nationwide installations of POS equipment in retail locations	CFO search, CEO advisory
Transitional Data Services	Jul-03	Outsourced Services		
MetroWest Services, Inc.	Jul-98	Outsourced Services	Web hosting	CEO Advisory, investor negotiation
Internet Commerce Services Corp.	Jan-98	Outsourced Services	Transaction processing for web merchants	VC, deal with Lycos, bridge loan, fast growth, hire controller
Captains of Industry	Oct-02	Professional Services	Advertising agency and media production	Project tracking, forecasting setup, clarifying goals
Actegy	Apr-02	Professional Services	Consulting firm for effective sales forces and marketing	Collaborate with CEO in designing business model
Perdue, Beth	Apr-02	Professional Services	Co-founder of a software and consulting firm	Expert witness for litigation between two co-founders
Genus Resources	Dec-01	Professional Services	Consulting firm for family owned businesses	Assessment of accounting systems and staff
Klaus Fuchs	May-01	Professional Services	Hotel and residential interior design	Project cost, sales pipeline, CEO mentoring, hire bookkeeper
EKMS	Aug-00	Professional Services	Consulting firm for IP management and licensing	Monthly financial cycle, new P&L format; unity of team, BOA meetings

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ICON architecture, inc.	Jan-99	Professional Services	Architectural firm	CEO advisor, monthly cycle
Harmon Law Offices	Mar-97	Professional Services	Law firm specializing in foreclosures	Assessment of accounting systems and staff
STS Associates	Feb-97	Professional Services	Consulting firm for sales and marketing effectiveness	CEO advisory
Vacovec, Mayotte & Singer	Sep-95	Professional Services	Law firm	Annual budget
Timelines	Jul-95	Professional Services	Archeological research	Prepare for bank presentation
EYN Media	Aug-02	Publishing	Guidebook for prospective college freshmen	Strategic direction, CEO advisory
Syngress	Jan-00	Publishing	Publisher of technical books	CEO advisor, forecasting model, monthly cycle
Resinate	May-03	Software-Business Process		
Painted Word	Oct-98	Software-Business Process		
Collaborative Structures, Inc.	Apr-97	Software-Business Process	Software for collaboration among all parties on a construction job	Conduct search for controller
Viking (Robert Samuelson)	Feb-96	Software-Business Process	Software for marine shipping	Review business plan
Princeton Trans Cons Grp	Aug-92	Software-Business Process	Software and customized solutions for truck fleet scheduling	Sale of company to angel, pricing, forecasting, CEO advisor
TIMESLIPS Corp.	Mar-91	Software-Business Process	Software for time and expense billing for professional firms	Forecasting, monthly cycle, CEO advisor, sale of company to Sage
AI Squared, Inc.	Dec-90	Software-Business Process	Artificial intelligence software to support field technicians	Accounting setup, monthly cycle, strategy

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Aerie Development Corp.	Nov-90	Software-Business Process	Software for securities trading	CEO Advisory
DiscWorks, Inc.	Apr-88	Software-Business Process	Computer based training software and content	Financial projections
Convergence Corp.	Dec-98	Software-Development Tools	Bluetooth software	CEO advisory
Athena Design	Jul-95	Software-Development Tools	Spreadsheet software for OS/2 and Next operating systems	Weekly cash tool, monthly cycle, forecasting, pricing, strategy
Oberon	Mar-95	Software-Development Tools	Software for visual database programming	
Iprax	Jan-95	Software-Development Tools	Computer based training software and content	Assess controls and procedures and business model
GeoPhoenix	May-02	Software-Internet	Navigation software for web sites	Bookkeeping, financial projections
FireSpout	Oct-00	Software-Internet	Software for improved navigation of web sites	CEO advisor, monthly cycle, forecasting, weekly cash
Collego	Jul-00	Software-Internet	Software to manage XML catalogs on the web	Department mandates, forecasting, vendor management, search
PlumRiver Technology	Sep-99	Software-Internet	Software for manufacturers to take orders from dealers over the web	Weekly cash tool, monthly cycle, forecasting, pricing, strategy
Tizor	Mar-04	Software-Security & Storage		
Cylant	Feb-04	Software-Security & Storage	Security software based on behavior	Prepare for Board of Directors meeting
Aerie Development Corp.	Nov-90	Software-Business Process	Software for securities trading	CEO Advisory
DiscWorks, Inc.	Apr-88	Software-Business Process	Computer based training software and content	Financial projections

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Permabit	Feb-03	Software-Security & Storage	Software for OEMs to incorporate in mass storage systems	CEO coaching, BOD presentations, accounting cycle, controller
EverFile	Jun-00	Software-Security & Storage	File storage and management over the internet	QuickBooks install, strategy, BOD mtgs, forecasting, monthly cycle
Network Defenders	Dec-95	Software-Security & Storage	Software for network management	
Vanu	Oct-02	Software-Semi Custom	Software algorithms and subsystems for software defined radio	Monthly Financial Review, mentor controller, build financial model
Rachis Corporation	Jun-99	Software-Semi Custom	System level software and customizations for CE thin client devices	Monthly cycle, funding needs
WaveMark	Jun-97	Software-Semi Custom	Hardware and software for laser printer control and acceleration	VC, business plan, monthly cycle, hire ofc manager, change pricing model
DSP Software Engineering, Inc.	May-96	Software-Semi Custom	Software algorithms and implementations for digital signal processing	Project cost, monthly cycle, strategy, forecasting, BOD meetings
FiveCom	Feb-96	Telecom	New England fiber optic lines on utility company rights of way	Strategy for negotiating with corporate partner
Player Systems	Mar-95	Telecom	Real-time tracking of golf cart location	Business plan development
P.F. Newcomb	Feb-91	Telecom	GPS tracking of vehicle locations	Business plan development
Railstar Control Technology, Inc.	Mar-89	Telecom	GPS tracking of vehicle locations	Review financial projections
Int'l Communication Services Corp.	Aug-88	Telecom	Fiber optic installation	CEO advisory
Laser Plot, Inc.	Apr-88	Telecom	Navigation and real-time location for boats	Accounting software assessment
DirectoryM	May-04	Web Site	Classified ads in form of directories on well known publishers' sites	Assess controls, prepare for and attend crucial Board meeting
OrgSupply	May-03	Web Site	Hosted web enabled purchasing for universities	Financial model, bookkeeper mentoring, monthly financial review
Permabit	Feb-03	Software-Security & Storage	Software for OEMs to incorporate in mass storage systems	CEO coaching, BOD presentations, accounting cycle, controller
EverFile	Jun-00	Software-Security & Storage	File storage and management over the internet	QuickBooks install, strategy, BOD mtgs, forecasting, monthly cycle

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IntellectExchange	Feb-03	Web Site	Web enabled broker of project oriented free lance experts	Cleanup of two years of accounting, advice on forecasting model
WorldWinner.com	Apr-01	Web Site	Web site with skill based games for cash prizes	Backfill departed CFO and controller, forecasting, BOD package
Priorities	Jul-00	Web Site	Home products for allergy and asthma sufferers	Financial projections
FurnitureFan.com/FurnitureChannel.com	Apr-00	Web Site	Web site refers shoppers to furniture retailers and manufacturers	Design business model, monthly cycle, hire controller, VC, BOD meetings
SourceGate	Mar-00	Web Site	Advertising supported web site	Business model definition
FlexMind	Jan-00	Web Site	Web site matching free lance experts with corporate project work	Initial business model, monthly cycle
eCityradio	Jan-00	Web Site	Streaming media expertise and local radio on the web	Monthly cycle, CEO advisory
Sombasa Media, Inc.	Nov-99	Web Site	Opt-in customized email newsletter offering bargains on the web	Sale to About.com, hire controller, metrics, monthly cycle
MuseumShop.com	Sep-99	Web Site	Web site for consumers to buy from museums worldwide	Business model definition, CEO advisory