BECOME A TOM1 BUSINESS DEVELOPMENT FACILITATOR IN YOUR CITY OR TOWN

Help companies discover opportunities beyond their current field of view

TOM1 is a Human-AI Opportunity Discovery System that enables companies to participate in a structured Opportunity Search.

THE BIGGEST BUSINESS OPPORTUNITIES OFTEN LIE IN THE SPACE BETWEEN COMPANIES - NOT INSIDE THEM.

tom1.ai

Powered by Exco Capital

THE OPPORTUNITY DISCOVERY GAP

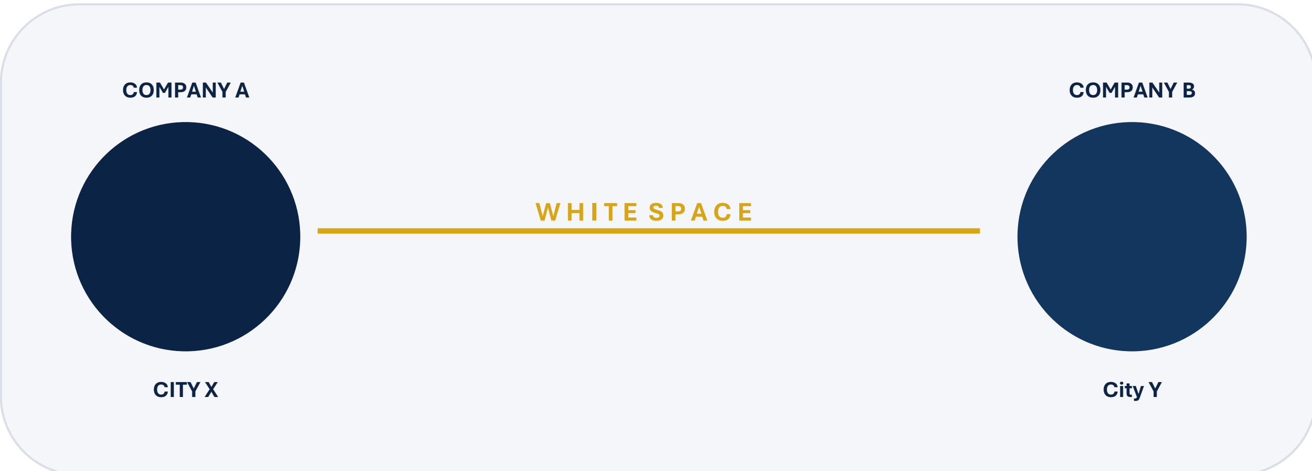
MOST COMPANIES SEE ONLY PART OF THE OPPORTUNITY LANDSCAPE

Companies naturally focus on what is already visible:

- Existing customers
- Known suppliers
- Current markets
- Familiar partners
- Established networks
- Opportunities already visible to management

Hidden opportunities may emerge where:

- Capability meets constraint
- Spare capacity meets demand
- Technology meets market access
- Capital meets a credible growth pathway
- Strategic intent meets the right partner
- One company's limitation meets another's strength



Potential value can exist between organisations before either company can clearly see it.

TOM1 helps companies search beyond what they can already see. The Facilitator helps bridge the gap between structured discovery and trusted human engagement.

THE TRUSTED HUMAN LAYER

WHAT A TOM1 BUSINESS DEVELOPMENT FACILITATOR IS

A TOM1 Facilitator is an independent professional approved to support companies participating in the TOM1 Opportunity Search.

EXPLAIN

Explain TOM1 clearly and help management understand the Opportunity Search.

ONBOARD

Support the company in completing the standardised onboarding process.

CONTEXTUALISE

Capture additional information and add commercial and operational context.

INTERPRET

Help companies understand potentially meaningful points of connection.

VALIDATE

Test relevance, timing and potential value before an introduction is proposed.

INTRODUCE

Obtain authority and support trusted, consent-based introductions.

AI expands the field of search.

The Facilitator adds context, judgement, trust and human engagement.

HOW FACILITATION WORKS

A seven-stage journey from identifying suitable companies to supporting authorised opportunity progression.

1	**IDENTIFY**	Suitable growth-oriented companies
2	**ONBOARD**	Standard TOM1 company form
3	**ENRICH**	Additional information and notes
4	**ACTIVATE**	Participation Credit paid
5	**VALIDATE**	Relevance, context and value
6	**INTRODUCE**	Consent-based introduction
7	**SUPPORT**	Communication and progression

The company remains free to accept, decline or defer any opportunity.

WHY BECOME A FACILITATOR?

CREATE VALUE IN THREE WAYS

1. CREATE VALUE FOR COMPANIES

Help companies search beyond their existing markets, relationships and assumptions.

Support them in making capabilities, needs, constraints, capacity and strategic intent visible to a wider Opportunity Search.

2. STRENGTHEN YOUR OWN SERVICE OFFERING

Use TOM1 as an additional capability alongside your existing professional services.

Facilitators may include business advisers, accountants, consultants, coaches, Business Development professionals, industry specialists, corporate advisers and investment or transaction professionals.

3. PARTICIPATE IN OPPORTUNITY PROGRESSION

A Facilitator may potentially benefit from progressing a specific opportunity where an additional role is agreed, the contribution is clearly defined, and the relevant parties record the benefit in a separate written agreement. Facilitator status creates no automatic entitlement.

Potential benefit follows contribution and written agreement - not Facilitator status alone.

BUILD YOUR OWN SERVICE OFFERING

Approved Facilitators may take up Participation Credits from Exco Capital and incorporate them into their own client offering.

THE FACILITATOR MAY

- Set its own client price
- Bundle the Participation Credit with onboarding support
- Charge separately for additional value-adding services
- Determine its own service scope and payment terms
- Retain its own resale margin and service income

THE FACILITATOR REMAINS RESPONSIBLE FOR THEIR OWN

- Client agreements
- Pricing and invoicing
- Collections and refunds
- Taxes and compliance
- Professional competence
- Service delivery and complaints

Exco Capital does not share in the Facilitator's independent service income or resale margin.

The Participation Credit is paid to Exco Capital before the company's Opportunity Search is activated.

ROLE BOUNDARIES

INDEPENDENT, TRUSTED AND TRANSPARENT

A TOM1 Business Development Facilitator is an independent service provider.

THE FACILITATOR IS NOT

- An employee or agent of Exco Capital
- Guaranteed income or opportunities
- Authorised to promise funding, customers or transactions
- Permitted to alter standard TOM1 onboarding forms

THE FACILITATOR MUST

- Use approved forms and disclosures
- Confirm Company authority
- Protect confidential and personal information
- Respect disclosure choices
- Obtain authority before sharing information or introductions
- Avoid unrelated marketing use

Separate Facilitator services must be clearly distinguished from the TOM1 Opportunity Discovery service and agreed directly with the Company.

IMPORTANT TOM1 and Exco Capital do not provide due-diligence services. Companies and counterparties remain responsible for their own legal, financial, commercial, technical and other due diligence.

BECOME PART OF THE TOM1 BUSINESS DEVELOPMENT FACILITATOR NETWORK

The role may suit you if you already work with companies, understand business context, engage decision-makers professionally, value confidentiality and can interpret potential commercial relevance.

HOW TO APPLY

Complete the online application form.

https://services.tom1.ai

Submission does not automatically appoint the applicant as a TOM1 Business Development Facilitator. Facilitator status begins only after Exco Capital has reviewed and approved the application and confirmed the relationship.