



CONNECT YOUR NETWORK TO OPPORTUNITY SEARCH

**Help the companies you already serve 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

TRUSTED NETWORKS CAN OPEN THE OPPORTUNITY FIELD

Many companies already trust chambers, associations, professional firms, platforms, groups and business networks.

Channel Partners help bring TOM1 Opportunity Search to those companies in a structured, governed way.

YOUR NETWORK HAS REACH

You hold relationships with companies that may benefit from structured opportunity search.

TOM1 ADDS DISCOVERY

TOM1 helps participating companies search beyond their current market, supplier, investor and relationship field.

FACILITATORS ADD TRUST

Approved Business Development Facilitators support onboarding, context, validation and authorised introductions.

COMPANIES CHOOSE

Companies decide whether to participate, what may be shared and whether to pursue an opportunity.

Channel Partners do not replace company choice. They enable trusted access to structured Opportunity Search.

The value is in extending opportunity visibility through a trusted network - without turning relationships into exclusivity.

WHAT A TOM1 CHANNEL PARTNER IS

A TOM1 Channel Partner is an approved organisation that enables suitable companies in its network to access TOM1 and approved Business Development Facilitators.

CHANNEL PARTNERS MAY

- Introduce TOM1 to companies in their network
- Introduce Exco Capital to prospective Facilitators
- Retain and manage established company relationships
- Enable structured opportunity conversations
- Support campaigns, events or onboarding programmes

CHANNEL PARTNERS DO NOT

- Own TOM1 or act as Exco Capital
- Approve Facilitators on Exco Capital's behalf
- Guarantee opportunities, funding or transactions
- Obtain general territory or industry exclusivity
- Control a company's future choices
- Alter the standard TOM1 onboarding forms

The Channel Partner opens access.

TOM1 performs the Opportunity Discovery.

Business Development Facilitators support onboarding and activation.

HOW THE CHANNEL PARTNER PROCESS WORKS

A definitive pathway from trusted access to opportunity discovery.



Company participation in any follow-up opportunity remains voluntary.

BENEFITS TO THE CHANNEL PARTNER

1. DEEPEN YOUR VALUE PROPOSITION

Offer companies in your network access to structured Human-AI Opportunity Search rather than another event, directory or generic networking activity.

2. STRENGTHEN RELATIONSHIPS

Remain involved as the trusted relationship holder while approved Facilitators support onboarding and opportunity activation.

3. ENABLE BETTER GROWTH CONVERSATIONS

Use TOM1 to create structured conversations around capabilities, constraints, capacity, market access, capital pathways and strategic intent.

4. CREATE POTENTIAL COMMERCIAL PATHWAYS

A Channel Partner may potentially participate in services, programmes or specific opportunities where separately agreed between the relevant parties.

Channel Partner status creates access and governed participation. It does not automatically create commissions, success fees, revenue participation or equity.

TRUSTED ACCESS WITHOUT CLIENT OWNERSHIP

The Channel Partner retains the benefit and protection of properly recorded Company relationships, subject to the Terms and Company choice.

RELATIONSHIP PROTECTION

- Recognised relationships are recorded
- Engagement follows the agreed framework
- Companies retain freedom of choice
- No one owns a company relationship merely by naming it
- Specific non-circumvention may be agreed separately

CO-BRANDING

- Forms or campaigns may carry Channel Partner branding where agreed
- Facilitator branding may be used where appropriate
- Exco Capital must be shown as TOM1 operator
- Mandatory TOM1 forms and legal notices may not be altered
- Independent services must be disclosed separately

Standardised TOM1 onboarding forms cannot be changed by a Channel Partner or Facilitator.

Companies may upload supporting documents. Facilitators or Channel Partners may add clearly attributed Notes relating to the company or opportunities.

CLEAR, INDEPENDENT AND SEPARATELY AGREED

A Channel Partner may participate as a Relationship Channel Partner or as a Commercial Channel Partner.

RELATIONSHIP CHANNEL PARTNER

Introduces TOM1 and approved Facilitators to suitable companies while retaining and managing established Company relationships.

COMMERCIAL CHANNEL PARTNER

May purchase Participation Credits and resell, bundle or incorporate them into its own Company or membership offering, where separately approved.

CORE COMMERCIAL PRINCIPLES

- Companies cannot purchase Participation Credits directly from Exco Capital
- Approved Commercial Channel Partners may set their own Company price
- Exco Capital does not share in CP service income or resale margin
- Participation Credit payment is required before Opportunity Search activation

Any opportunity-driven revenue, success-based participation, professional-service income, equity or other benefit is potential only and requires a separate written agreement between the relevant parties.



BECOME A TOM1 CHANNEL PARTNER

The role may suit organisations that hold trusted company relationships and want to offer structured opportunity search as part of their value proposition.

HOW TO APPLY

Complete the online TOM1 Channel Partner application form.

<https://services.tom1.ai>

Submission does not automatically appoint the organisation as a TOM1 Channel Partner. Status begins only after Exco Capital has reviewed and approved the application and confirmed the participation model.