

About Paragent

Paragent is an innovator of web-based IT management solutions for managed service providers across the United States and overseas. Paragent offers powerful, focused solutions that are affordable and require no formal training by utilizing a web-based platform that is also available as open source.

Paragent delivers order-of-magnitude price improvement for the Managed Service Provider (MSP) market for remote management of desktop computers.

Problem – Solution providers and MSPs are evolving to a model of remote management in order to remain competitive and scale their businesses. The need for remote management capability is further driven by the increasing energy costs of traveling to customer sites. Most MSPs think that the remote tools are too expensive for them, that such tools cost \$70 to \$200 per computer managed which is out of their price range.

Solution – Paragent's remote management toolset provides the key feature for the evolving MSP market, enabling virtually any MSP to obtain remote management software tools which allow them to remain competitive by cutting costs and leveraging personnel. The price per computer managed is less than \$8 each.

Paragent.com is sold online as a web-based software service by subscription. The fixed cost of sales (back-end server and minimal support) is low enough to allow breakthrough pricing. Offering high-demand functionality (remote management) with value-pricing and an intuitive interface (90% cheaper than competitors, no formal training) make online direct sales possible (no salesmen), enabling a high degree of scalability for Paragent.

Keys are Price + Usability – Five years of experience putting together a web-based desktop management platform plus a truly intuitive, well-designed user interface combine to create a compelling product for those MSPs that already know they need remote management but thought it out of their price range. Competitors either have no agent, significantly limiting their capability, or appliances which are expensive and require managing, or agents like Paragent. None of the agent-based solutions are near Paragent in price or usability.

Marketing and Sales – Paragent is servicing many MSPs from all across the United States and overseas, even though we have no sales team or outbound sales efforts in place—the MSPs are finding us on their own.

Competition – LogMeIn, Kaseya, Level Platforms, n-Able, Dell Everdream, HoundDog

Funding – Company is privately held by founders and angel investors.

For more information on Paragent's hosted and open source solutions, visit www.paragent.com or call 800.839.9625.

Contact – Jeff Ready 317.525.1244 or Tim Ritchey 765.749.5063

Mr. Ready founded four companies prior to working with Paragent. He was co-founder and CEO of Corvigo where he oversaw the company from startup, through funding, to acquisition. After the acquisition, Jeff served as VP Marketing at Tumbleweed. Prior to Corvigo, Jeff was co-founder, COO and VP Marketing at Radiate. Jeff negotiated the acquisition of two software companies, including the parent company of Go!Zilla. After that acquisition, Jeff took on the additional role of General Manager of the Go!Zilla product line that included Go!Zilla Search. Jeff holds a degree in Computer Science from Rose-Hulman Institute of Technology.

Mr. Ritchey has been involved in computer network consulting for 15 years, during which time he has worked on three high tech start-ups. He is the author of four books on computing, one of which was #2 on the New York Times list of best-selling computer books. Prior to consulting, Tim received a National Science Foundation Graduate Research Fellowship to study data analysis at the University of Cambridge in England where he is a doctoral candidate. Tim graduated summa cum laude from Ball State University receiving a BS in physics and anthropology.