



How much is my company worth?

How do I extract the value that's been built up? What are my options?

Who are potential buyers?

What shape does the company need to be in to get maximum value?

What needs to be improved and how much will that cost?

When is the best time to exit?

These are questions that keep CEOs up at night.

Harvest can help.

Turning **Vision** into **Value**

Description & Deliverables

Harvest helps you determine your strategic options and to select the best one to achieve a successful liquidity event. Our advisors deliver a comprehensive set of recommendations, whether you'd like our assistance implementing them or not. Your intent, urgency and budget guides the depth and breadth of the engagement. Typical activities we perform include:

■ Discover

- Gather Intelligence
 - Competitive information
 - Strategic buyers (channel partners, private equity, rollups)
 - Comparable M&A transactions
- Interview
 - Owners, executives, key managers, key partners
 - Venture capital community and investment bankers
 - Industry analysts and research specialists
- Analyze
 - Your financial position and readiness
 - Your market position
 - Your operational footprint and potential (sales, infrastructure, personnel, offerings)

■ Assess

- Determine optimal timing
- Model exit-value scenarios
- Assess operational readiness for maximum value (sales, infrastructure, personnel, product/service)

■ Advise

- A report assessing your exit potential and realistic options
- Comprehensive recommendations on moving forward
- A clear exit strategy and implementation plan

How We Do It

All Harvest advisors have successful hands-on, real-world experience in small and medium-size companies. Using our executive management experience, we diagnose our client's situation relative to their goals and to the market's standards of effectiveness. Our recommendations are practical and actionable.

Benefits

- A skilled, independent, thorough diagnosis
- Knowledge so you can act with confidence
- An implementation plan so you can get to work "tomorrow morning"
- Maximize the value of your business and ensure a successful exit / transition

Harvest Business Advisors ■ www.harvestbusinessadvisors.com

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