

# Buy Side Representation

## Why sbLiftOff

Deep expertise in Government Contracting

Exhaustive research to develop *your* Total Addressable Market

Sophisticated process to identify, qualify/screen, and engage potential target companies

Hands on collaborative transactions team to bring deals to close

Fee largely contingent on success of a transaction

sbLiftOff.com



### PHASE 1

30–45 Days

## Preparation

### Acquisition Focus

- Define Industry Focus
- Develop Company Criteria
- Research Total Addressable Market

### Financing

- Debt – Equity Strategy Development



### PHASE 2

Months to Years\*  
*(after Phase 1 ends)*

## Target Outreach & Engagement

### Account Based Marketing

- Track Target Accounts
- Engage Target Accounts
- Screen & Qualify Leads
- Facilitate Management Meetings

### Preliminary Due Diligence

- Financial Analysis
- Contract & Client Concentration
- Backlog & Pipeline
- Size-out Considerations
- Determine Purchase Price
- Determine Deal Structure
- Negotiate LOI

*\*Phase 2 timeline dependent on Buyer's investment criteria versus market conditions*



### PHASE 3

2–4 Months  
*(after Phase 2 ends)*

## LOI to Close

### Confirmatory Due Diligence

- Financial
- Legal
- Regulatory
- Tax

### Negotiate Deal Terms

- Structuring
- Net Working Capital Target
- Escrow
- Tax Treatment

### Prepare and Finalize Legal Docs

- Purchase Agreement
- Disclosure Schedules
- Operating Agreement
- Closing Checklist

Deal Closes When Documents are Signed and Money Transfers