

Sell Side Representation

Why sbLiftOff

Deep expertise in Government Contracting

Extensive GovCon network of buyers, sellers, accountants, lawyers, commercial bankers, and others

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

Hands on collaborative transaction team from preparation to close

Compensation largely contingent on successful transaction close

sbLiftOff.com



PHASE 1

30–45 Days

Preparation

- Compilation/Analysis of Financials and Client Concentration
- Assess Market Position; Review Strengths and Challenges
- Data Room Established
- CIM/Teaser Completed
- Legal Review of NDA
- Prepare List of Potential Buyers



PHASE 2

1–6 Months
(after Phase I ends)

Buyer Identification

- Market Outreach Begins
- NDAs Signed and Catalogued
- Respond to Inquiries from Potential Buyers
- Buyer Qualification
- Extensive Due Diligence
- Management Meetings
- Letter of Intent (LOI) Negotiations
- Ends when LOI is Signed



PHASE 3

2–4 Months
(after Phase II ends)

LOI to Close

- Extensive Confirmatory Due Diligence
- Financing Obtained
- Negotiation of Legal Documents (Legal and Commercial Terms)
- Ends when Closing Occurs

Seller must continue to focus on running the company.

(e.g. Contract Delivery and Business Development)