



sbLiftOff Consulting Services

Every business is unique. In today's highly competitive environment, your specific problems demand customized solutions.

When you partner with sbLiftOff, you gain access to the tools, processes, and insights to make informed business decisions that drive sustainable value. Our transaction and consulting experience enables us to collaboratively develop best-in-class solutions for responsible growth. sbLiftOff consulting services primarily focus on the following areas of expertise:



M&A Readiness Assessment (Seller)

The assessment is designed to identify potential risks, opportunities, and challenges associated with a transaction and to determine the company's overall readiness to pursue a successful transaction. Includes a thorough review of the target company's financials, backlog/pipeline, core competencies, and competitive positioning.



M&A Strategy Preparation (Buyer)

Provides the expertise and support necessary to develop a comprehensive M&A strategy. Includes planning to identify potential targets, conduct due diligence, secure financing, negotiate LOI terms, and ensure a successful integration.



Project / Deal Management

Project management services of the M&A deal from LOI to closing. Includes virtual data room administration, logistical coordination, due diligence facilitation, and project management of transaction documents to ensure timeline adherence.



Financial Readiness / Accounting Solutions

The assessment is designed to document accounting policies and financial reporting systems in place to identify potential areas of improvement ahead of an M&A transaction. This includes an analysis of revenue/expense recognition policies, GAAP reconciliation, financial recordkeeping, etc. to understand how to prepare for an M&A transaction.



Litigation Support

Provides guidance and expert opinion to businesses involved in litigation related to M&A transactions or valuation disputes. sbLiftOff also provides expert testimony in court proceedings, if required.



Financial Modeling

Expert financial modeling to answer your questions and provide guidance for corporate decision-making. Our team develops customized financial models to address your firm's specific and unique challenges. Examples include optimize capital structure, structure & finance M&A transactions, bottoms-up budgeting/forecasting, and headcount/labor analysis.



Competitive Benchmarking

Using proprietary industry knowledge, sbLiftOff will review a target GovCon company to produce a scorecard assessment that highlights internal strengths and competitive positioning – e.g. total addressable market (TAM), competitors, financial performance versus peers, contract analysis, geopolitical factors, and areas of improvement.

