

Due Diligence Assessment Service

The standard due diligence process provides metrics for a company's valuation, but for the most part, this data is based on historical financial performance and trends or projections for the future.

A quantitative, in-depth, evaluation of the company's key sales drivers may indicate a big opportunity for unlocking significant revenue growth, or it may find the revenue projections used in the valuation are unlikely to materialize.

Taking the time to thoroughly analyze these sales drivers when buying a business may end up being the critical factor in the overall price or even a decision to exit the acquisition.

MEC 5 Consulting has over 25 years of executive sales experience working with public, private, and private equity-owned IT and consulting services providers. Our approach provides focused due diligence on five dimensions of a company's sales organization as summarized below.

- **Client Targeting** looks at clients based on value and barriers to entry

- **Competitor Analysis** focused on competitors delivering similar services / solutions to client targets

- **Service/ Solution Market Analysis**
 - Offering definitions in target market terminology
 - Service and Solutions that target clients buy

- **Contract Vehicle and Buying Analysis** focuses on client targets and their preferred contract vehicles and buying methods.

- **Sales Team Model and Resource Analysis** looks at market facing roles, responsibilities and rules of engagement both internally and externally