

Finance and Operations

Business Development

Mergers and Acquisitions

# The Siburg Company

*Independent Consulting*

# Building Value

The Siburg Company is an independent client-focused consulting company that will improve your company's effectiveness and efficiencies. We specialize in Financial and Operational Consulting, Business Development, and Mergers and Acquisitions services.

Our services are based on actual experience with practical applications for our clients. The Siburg Company has the ability to develop and implement business strategies based on real business environments.



The Siburg Company seeks to add profits and value to your business today and for the future. We help show a company's reasonable and reliable financial value historically, currently and for the future.

The foundation of our services is building lasting value to provide your company with a competitive advantage. The Siburg Company will help you meet your long-term business objectives.

# Financial and Operational Consulting



## **Financial Management and Industry Standards Metrics**

Business and industry metrics analysis  
Financial practices development, policies and procedures  
Return on investment analysis

## **Financial Statement Modeling**

Profit and loss modeling  
Financial and capital budgeting  
Sales forecasting  
Balance Sheet, Income Statement and Cash Flow from Operations forecast modeling  
"What if?" scenario modeling  
"Common size" statement analysis  
Historical trend analysis

## **Loan, Funding Review and Development**

Funding requirements for ongoing business operations  
Refinancing  
Asset-based lender sourcing

## **Cash Flow System**

Monthly cash flow management process design  
Cash flow forecasting and modeling  
Review and development of internal cash flow controls  
Cash flow monitoring and practical application

## **Accounts Receivable Management**

Customer base and concentration management  
Collections process improvement techniques  
Bad debt and reserve analysis with policies and procedures development

## **Inventory Management**

Production controls  
Purchasing system process review and integration  
ABC analysis  
Inventory planning and management  
Inventory reserve analysis with policies and procedures development

## **Pricing, Discounts and Margin Analysis**

Gross margin analysis by product line and channel  
Product profitability analysis  
Channel, discounts and return management

## **Asset Protection Analysis**

Internal control review and processes  
Insurance policy review

# Business Development



## **Development and Implementation of Plans to Maximize Business Value**

The Siburg Company will develop a custom plan that will add value to your business before seeking merger or sales opportunities. We have a demonstrated ability to improve top line and bottom line results.

## **Strategic Growth**

Competitive research and analysis  
Target company profiling  
Product evaluation  
Deal structures and negotiation  
Transition management

## **Intellectual Property Review**

Contract analysis and negotiations  
Distribution agreements  
Intellectual property acquisition or sale agreements  
Strategies for maximizing value of IP assets

## **Planning and Strategies**

Strategic plan development and implementation  
Business development strategy  
Management advisory and assessment

## **Marketing Planning and Strategies**

Competitive analysis  
Sales channels  
Marketing planning  
Distribution and sales development  
Channel management

Maximizing  
Opportunities and Value  
for Your Business

# Mergers and Acquisitions

## **Mergers and Acquisitions Strategies**

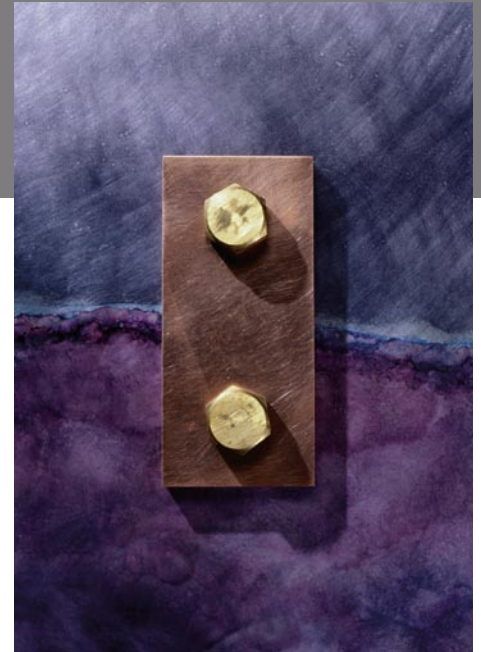
To stay competitive, improve revenues and focus on market opportunities, businesses are increasingly developing and implementing merger and acquisition strategies. Strategic mergers and acquisitions can help a company enjoy the benefits of improved financial performance and reduced operating costs with rapid growth in equity.

## **Limited Asset Purchases or Sales**

There are times when a business may determine that it is more appropriate to purchase or sell specific assets. The Siburg Company can value those assets and help represent your company's best interest during the transaction.

## **Capital Structure and Investments**

Understanding your business's capital structure and meeting the working capital needs for the future may require various forms of capital and investments. We analyze your current and future capital requirements.



## **Business Valuation**

The Siburg Company is able to provide our clients with sound judgment and the basis for informed decisions related to opportunities as to purchase or sale of a business or specific assets and liabilities.

## **Exit Strategies and Transition Planning**

Every business needs an exit strategy or transition plan. The Siburg Company will guide and protect a seller as they go through transferring their company to an acquirer. We will structure your transaction so that qualified buyers know the justifications for the purchase price and the future value of your business.



■ We invite you to contact us.

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