



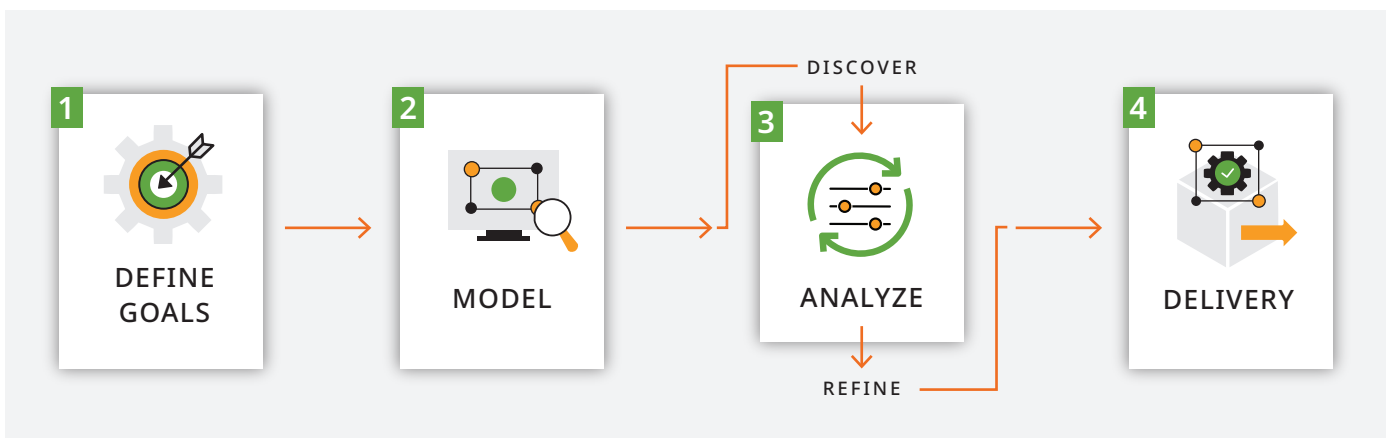
Acquisition Prospecting & Analysis

We identify and evaluate potential acquisition targets before they are on the market so you can avoid bidding wars to get the acquisition you need.


What does this involve?


We work with a client to understand their specific business goals that they plan to use an acquisition of another business to achieve. This discussion and discovery process is important to understand the business goals and the state of the client's business. This discussion is essential to both create an analytical model to target potential acquisitions and also to help us understand what the client would find unappealing about an acquisition target.


How do we do this?



FedSavvy method to define and continuously refine analytical approaches to adapt to discoveries as they happen

1  **Define Goals** We work with the client to understand their goals in an acquisition and key variables for an acquisition target. Variables focus on an acquisition's total size, their current customers, services and products offered, contract vehicles of interest, total contract portfolio and any market related risks that we perceive. Our targeted criteria fits client goals and specific needs.

2  **Model** Once we have defined goals and use of an acquisition for the client, we define desirable characteristics to create a series of targeting criteria for our iterative analytical process.

3  **Iterative analytical process** We execute a series of discovery, analysis and refine steps to adapt to unexpected findings. This is a normal intelligence analysis process we use across all of our operations. We prefer an iterative analytical process to form and test hypotheses rather than assuming our knowledge is perfect to start.

Discover

The FedSavvy team gets to work using the established analytical model to use data from internal sources such as Clear Eyed CI™ and our established array of external sources. This is a discovery phase to collect and organize data based on our model to start analysis.


Analyze

The team of analysts working on a project regularly discuss discoveries and observations as a team to analyze potential acquisition targets. We examine the acquisition target's portfolio of contracts and how that serves the client's interests for long-term growth. These collaborations are both internal and discussions with the client to review interim findings.

Refine

As analysis happens, we discover information that leads us to refine our model. We share initial findings with the client in a collaborative environment to solicit their observations. Combining client observations with ours, we refine our model to adjust targeting criteria.

The discover, analyze and refine cycle happens until we are satisfied that we have exhausted all reliable sources of information and potential outcomes.

4  **Delivery** Our delivery is executed in the form of profiles of acquisition targets with quantifiable measures against each important variable established initially.

The FedSavvy Value

- ✓ We leverage our internal Clear-Eyed CI™ and our array of Open-Source Intelligence (OSINT) sources and methods to identify and evaluate potential acquisition targets.
- ✓ Our team collaborations enable us to leverage all of our collective knowledge and skills. We deliver as a team and not just individual billable consultants.
- ✓ Our mastery of OSINT methods leverages .gov and .com sources of intelligence to inform analysis...we use no single source of truth.
- ✓ Using a continuous refining process enables us to adjust quickly to not degrade work from any initial biases ensuring deliverables are not just completed, but go through multiple iterations to ensure they are insightful and carefully thought through.
- ✓ Leadership of this function is from our Managing Principal with 25+ years of experience in U.S. Government contracting to inform targeting and analysis of nuanced measures of an acquisition's fit and potential risks.

The Outcome

We deliver a set of profiles on acquisition targets complete with analysis of pros and cons for each target based on fit for established criteria. This includes comparison of acquisition targets relative to each other to prioritize most to least appealing to enable informed decision making and engagement with the acquisition targets.

We offer acquisition targets and analysis on how a target fits a strategy before extensive resources are consumed.