Securing Legacies Since 1974

ROBBINEX®

Consulting Intermediaries | Brokers

Managing Director

Client education

The complexity of a transition

Roadmap review
Brochures
Website
Workshops
Execubrief®
Doug's book

Confidentiality statement signed

Site visit
Review client's goals & objectives
Does client meet Rbx's Criteria
- Has a sincere need
- Uses professionals wisely
- Has reasonable expectations
- Is integrous

A review of Rbx's process

A new Client

Signs appropriate agreement
Agrees to fees/payment schedules
Client welcome letter
Internal documentation
Collects (Schedule "B" & black book)
MD supports information collection

MD sets up & attends site visit with analyst
MD sets up & attends the P1 presentation

THE 3E's
Evaluate & Analyse
Effective Planning
Execution

PHASE ONE
EVALUATION & ANALYSIS

BASIC VALUATION

Applications
- Planning
- Restructuring
- Financing
- Insurance

3 valuations Models
- Asset
- Historical Earnings
- Comparable

Delivered by 30/40 page book

COSATA®

A complete analysis of the business

SWOT Analysis
- Research on market
  - Employees
  - Customer base
  - Suppliers
  - Competitors

Financial analysis and modeling
- Working Capital analysis
- 4 or 5 valuation models
  - Asset
  - Historical normalized earnings
  - Future discounted cash flow
  - Comparable transaction
  - Liquidation
  - Investment value
- Risk/value transfer graph
- 3 year projection of future earnings

Value enhancement opportunities
Impediments/ obstacles to transition
Psychological Review (TAIS)

Ratio analysis and comparison with competitors
Major contract reviews
Intellectual assets
- Patents/ Trademarks
- License agreements
- Copyrights
- Secret Processes/Formulas
- Reputation

Real Estate facility(ies) review
Review the 14 alternatives to selling
Legal issue review
Good business practice review
Market and market changes
Competitive analysis
Equipment review
Vehicles
Tax planning structures
Transition timing
Detailed write up of business operations
The Phantom Buyer

Recommendations
Delivered in person by presentation along with a 75/100 page book

The Team
Analysts
Researchers

Valuators
Business experience
Legal overview
Accountants
Psychologist

Client signs appropriate agreements
- Consulting
- Marketing
- Commission
- Success fee

Phase two marketing agreement
Phase two consulting agreement
Pre-authorized debit program
Commission agreement
RASSP® Agreement
Success fee Agreement
MD maintains effective
Communication with client
Throughout the process

VALUE ENHANCEMENT
Implementation of Recommendations

GENERAL CONSULTING

Sales and Marketing programs
Operational reviews
Supply management
Lean Manufacturing
Management team restructuring
Environmental impact studies
Divestiture of redundant assets
Downsizing
Establishing and monitoring KPI's

STRATEGIC PLANNING

10/5/3 programs
Develop strategic alliances
Create joint ventures
Corporate restructuring
Succession planning
Real Estate Issues
Risk Management
Succession Planning
Personal Advisory Board

FINANCING OPTIONS

Working Capital reviews
Cyclical financial reviews
Supplier financing
Accounts receivable mgt
Factoring of A/R
Term loans
Mortgages
Operating lines of Credit
Equity Partners
Recapitalization

MERGERS & ACQUISTIONS

Consolidation opportunities
Acquisition of a competitor
Joint Ventures
Strategic Alliances
Due Diligence programs
Acquire a product
Acquire a new service
Franchising

Consultants as required

CODICIL VALUATION UPDATE
(*as required)

PHASE TWO
Effective Planning

MD monitors and facilitates
- Present at Codicil update if required

SIMPLE TRANSITION

Prepare a profile
Arrange financing, if necessary
Prepare plans if necessary
Mentoring/training if necessary
Intergenerational
Partnership dispute
Reorganization

3rd PARTY TRANSITION

Initiate Rbx's 7 step program
- Create a target list of Strategic buyers
- Create a target list of Synergistic Buyers
- Develop advertising programs
- Prepare a Factum
- Offering memorandum
- All Parties' meeting
- Client training on buyer interaction

Confidentiality agreements signed
Preliminary qualification of buyers
- ACE review

Create VDR (Virtual Data Room)
All Parties Meeting

Phase Two Team

Organizes/attends 7 Step presentation

PHASE THREE
Execution

MD monitors and facilitates
- May be involved in discussions
- Follows up after closing

Intermediaries

SIMPLE TRANSITION

Create MOU
Transition Terms
Oversee Legals

3rd PARTY TRANSITION

Thorough Buyer qualification (3M's)
Develop a trusting relationship with Buyer
Learn his needs /goals
Site visits
Client / Buyer meetings
Transaction structure
Tax considerations
Create MOU
Negotiations
Assist in Financing if necessary
Implements the Bowtie program
Agreement reached
Oversee Due Diligence
Facilitate Formal agreements
Close transaction
Follow-up

Obtains leads for new clients
Obtains testimonials

TRANSITION COMPLETED

SYSTEM CERTIFICATION ISO 9001 SGS