

Acquisitions Powered by Code



Value Proposition

BBTC concatenates its advanced certified Black Belt Six Sigma business process experience, 20+ years of C-level transportation management and acquisition integration experience, along with computer programming capabilities to automate the complete acquisition process. This saves sellers and buyers a significant amount of evaluation time and greatly enhances deal multiples and structures.



Financial Consolidation, Proforma, and Quality of Earnings

<u>Quality of Earnings</u> – high level quality of earnings analysis compares 24-month shipment detail with financial records to initially determine any significant variances

<u>TTM (trailing 12 month) Consolidation</u> – consolidates the line-item detail of 12 Income Statement files into one with TTM and current fiscal year calculations.

<u>Proforma Model</u> – generates a combination of line-item detail for 3-yrs. of annual Income Statements with TTM, TTM nonrecurring adjustments, EBITDA calculations, and Forecasting <u>LOI Deal Analysis</u> – customized scenarios and graphics reflecting total deal value and ROI



Business Analytics

Converts TTM shipment detail into a consolidated 8-tab workbook to provide buyers with 24-month financial, operational, customer (initially generic), and sales (initially generic) data. The software utilizes 24-month rolling graphics, distribution charts, histograms, descriptive statistics, conditional ranking, correlation analysis, Fourier Analysis, GRC Nonlinear, Simplex LP, Evolutionary Solver; compiled by VB and VBA code.



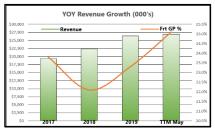
Acquisition Seller to Buyer Matching

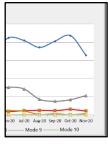
Sellers are matched to 100+ well-vetted strategic buyers based on the primary categories of Business Analytics, culture, leadership skillsets, geographic presence, and revenue/EBITDA size. On average, ten buyers are introduced to each seller.



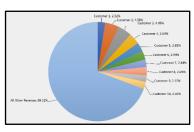
Dynamic Marketing Brief

Watch your business characteristics, financial, operations, customer, and sales data come to life within 24-month trend charts, diversification pie charts, and conditional ranking visuals









Mean	957.2290476
Standard Error	238.3153462
Median	381.77
Mode	#N/A
Standard Deviation	1092.098113
Sample Variance	1192678.289
Kurtosis	2.890848326
Skewness	1.783777943
Range	4073.1
Minimum	133.93
Maximum	4207.03
Sum	20101.81
Count	21
Largest(1)	4207.03
Smallest(1)	133.93
Confidence Level(95.0%)	497.1171011