



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

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

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

Proforma Model – generates a combination of line-item detail for 3-yrs. of annual Income Statements with TTM, TTM nonrecurring adjustments, EBITDA calculations, and Forecasting

LOI Deal Analysis – 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

