

Acquisitions Powered by Code© Customer Portal



- Built on a Six Sigma Black Belt methodology foundation, the Acquisitions Powered by Code© proprietary software generates and analyzes virtually every metric that drives acquisition deal value, along with the risk factors Buyers may consider, even deep into the due diligence process.
- The ability to generate all primary Leading and Lagging indicators at the process starting line provides significant advantage in forecasting accurate deal valuations and structures, helps to formulate a winning marketing strategy, and saves Sellers and Buyers significant time while reducing the possibility of a deal being re-traded or failing.
- This system provides value now, regardless of whether your strategy is short-term or long-term
- Long-term strategies are accommodated by reverse-engineering the acquisition process, taking a Seller's ultimate desired valuation and tracking a combination of deal driver and risk factor metric trends concatenated with normalized TTM EBITDA growth.



Financial Trends and Forecasting

Valuation Driver Trends

Risk Factor Trends



Cash Flow, IRR, and NPV Simulations

Current Valuation and Deal Structure

Valuation Reverse-Engineering

System Management

Sellers

Buyers

Marketing Database

CRM and Pipeline

Black Belt TC



6σ

Update	Critical Communication
CRM Calls Due	0 View
Data Room Access Due	0 View
LOIs Due	0

Communication

Financial Analysis

Acquisition Deal Simulations

Database Entry

Business Analytics

Business Analytics Reporting - Risk Factors and Value Generators[Back](#)**Financial Reporting**

Revenue - 24 mo line graph

Direct Cost - 24 mo line graph

Gross Margin - 24 mo line graph

Revenue Per Load - 24 mo line graph

Revenue Per Mile - 24 mo line graph

Margin Per Load - 24 mo line graph

Margin Per Mile - 24 mo line graph

Quality of Earnings Analysis

Revenue Quality Analysis - graphics

Gross Profit Quality Analysis - graphics

Operational Reporting

TTL and Exp Loads - 24 mo line graph

Loads Per Work Day - column graph

Avg. Length Of Haul - 24 mo line graph

Reporting View Options

- Full View
 Names Redacted
 Demo Mode

BBTC Customer Selection[Demo](#)[Hide](#)Select BBTC Customer Name **Operational Reporting**

Loads By Mode - 24 mo line graph

TTL Loads By Mode % - 24 mo line

TTM Loads By Mode % - column graph

TTM Loads By Mode - column graph

T24M Mode - distribution pie chart

Mode 1

Loads Rev GP Load % R/GP %

Mode 2

Loads Rev GP Load % R/GP %

Mode 3

Loads Rev GP Load % R/GP %

Mode 4

Loads Rev GP Load % R/GP %

Mode 5

Loads Rev GP Load % R/GP %

Carrier Loads - distribution pie chart

Carriers Utilized Per Mo - column graph

Carrier Revenue - distribution pie chart

Loads by Commodity - 12 mo line

TTM Loads By Commodity - col graph

Commodities by Top 5 Modes - col gr

TTM Commodity - distribution pie chart

Customer Reporting**Commodity 1**

Loads Rev GP Load % R/GP %

Commodity 2

Loads Rev GP Load % R/GP %

Commodity 3

Loads Rev GP Load % R/GP %

Commodity 4

Loads Rev GP Load % R/GP %

Commodity 5

Loads Rev GP Load % R/GP %

OD Lds OD Rev OD GP OD City

Customer Rev - 24 mo trend chart

Top 20 Cust Rev % - column graph

Top 20 Cust TTL Co Rev % - col graph

Revenue % Dist Rev Dist / Tenure

Top 1 to 5 Top 6 to 10 Top 11 to 15 Top 15 to 20

Customer Mgn - 24 mo trend chart

Top 20 Cust Mgn % - column graph

Top 20 Cust TTL Co Mgn % - col graph

Cust Mgn % TTL Co - distribution chart

Top 1 to 5 Top 6 to 10 Top 11 to 15 Top 15 to 20

Top 10 Cust Tenure - column graph

Sales Reporting

Top 10 Cust DSO - column graph

Top 10 Cust GP and DSO - graphics

Cust TTM Rev and GP Comp - dist chart

Top 20 Rev and GP Comp - col graph

Sales Rev - 24 mo trend chart

Top 20 Sales Rev % - column graph

Top 20 Sales TTL Co Rev % - col graph

Sales % TTL Co - distribution chart

Top 1 to 5 Top 6 to 10 Top 11 to 15 Top 15 to 20

Sales Mgn - 24 mo trend chart

Top 20 Sales Mgn % - column graph

Top 20 Sales TTL Co Mgn % - col graph

Sales Mgn % TTL Co - distribution chart

Top 1 to 5 Top 6 to 10 Top 11 to 15 Top 15 to 20

Agent % Total Rev - distribution chart

Agent Top 20 Rev and GP - col graph

Total Shippers - 24 mo column graph

Sales TTM Rev and GP Comp - dist chart

Sales TTM Rev and GP Comp - col graph

Business Analytics Reporting

Shipper Reporting

Reset

Sort By Name Sort By Revenue

Select Shipper Name

Revenue - 24 mo line graph

Direct Cost - 24 mo line graph

Gross Margin - 24 mo line graph

Revenue Per Load - 24 mo line graph

Revenue Per Mile - 24 mo line graph

Margin Per Load - 24 mo line graph

Margin Per Mile - 24 mo line graph

TTL and Exp Loads - 24 mo line graph

Loads Per Work Day - column graph

Avg. Length Of Haul - 24 mo line graph

TTM Loads By Mode - column graph

Mode 1

Loads	Rev	GP	Load %	R/GP %
-------	-----	----	--------	--------

Mode 2

Loads	Rev	GP	Load %	R/GP %
-------	-----	----	--------	--------

Mode 3

Loads	Rev	GP	Load %	R/GP %
-------	-----	----	--------	--------

Mode 4

Loads	Rev	GP	Load %	R/GP %
-------	-----	----	--------	--------

Mode 5

Loads	Rev	GP	Load %	R/GP %
-------	-----	----	--------	--------

Shipper Reporting

Loads By Mode - 24 mo line graph

TTL Loads By Mode % - 24 mo line

TTM Loads By Mode % - column graph

T24M Mode - distribution pie chart

Carrier Loads - distribution pie chart

Carriers Utilized Per Mo - column graph

Carrier Revenue - distribution pie chart

Loads by Commodity - 12 mo line

TTM Loads By Commodity - col graph

Commodities by Top 5 Modes - col gr

TTM Commodity - distribution pie chart

OD Lds OD Rev OD GM OD City

Customer Rev - 24 mo trend chart

Commodity 1

Loads	Rev	GP	Load %	R/GP %
-------	-----	----	--------	--------

Commodity 2

Loads	Rev	GP	Load %	R/GP %
-------	-----	----	--------	--------

Commodity 3

Loads	Rev	GP	Load %	R/GP %
-------	-----	----	--------	--------

Commodity 4

Loads	Rev	GP	Load %	R/GP %
-------	-----	----	--------	--------

Commodity 5

Loads	Rev	GP	Load %	R/GP %
-------	-----	----	--------	--------

Human Resource Reporting

Full Employee Roster - Chart

Full Department Recap - Graphics

Employee Department Tenure - Chart

Equipment Reporting

All Asset Equipment - chart

Power - graphs

Trailer - graphs

Owned



Employee and Equipment Excel Reports

Create BBTC Employee Workbook

Create BBTC Equipment Workbook

Shipment Detail Excel Reports

- Master Excel
- Commodity
- Modes
- DSO/Tenure
- Cust Chart
- Sales Chart
- Shipper/Carrier
- Employees
- Equipment
- Loads and Miles
- OD State Pairings
- OD Distinct City
- Quality of Earnings

- TTM/Balance
- 3-Year Proforma
- Alphabetically Sort Financial Files
- Eliminate Blank Line Items
- Convert Neg Exp
- Work Cap Calc
- De/Select All

Ending Mo and Yr Month Year

Create BBTC Load Analytics Workbook

Specific Shipper Reporting

Create Specific Shipper Workbook

Business Trends and Projections

Trends, Value Drivers, Risk Factors

Risk Factors

Value Drivers

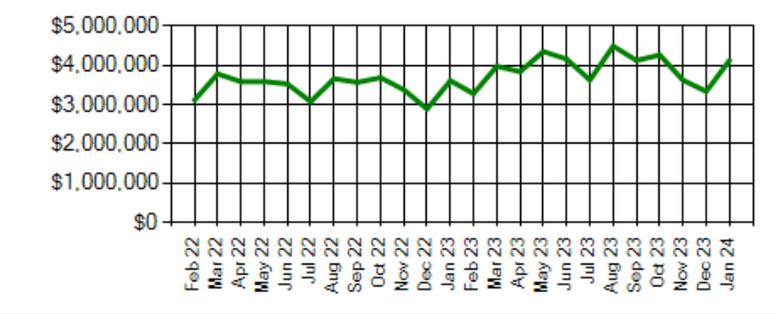
Financial Trends

Acquisition Settings

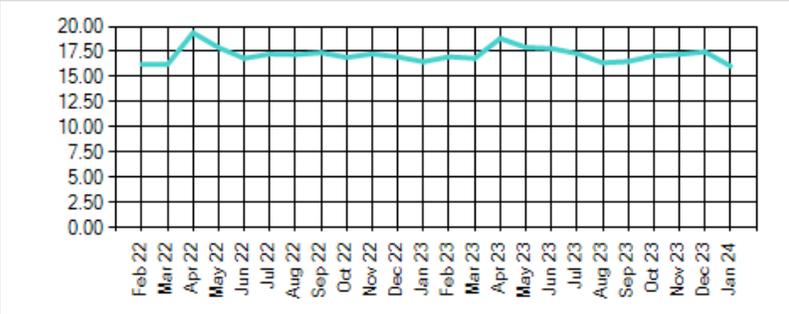
IRR and NPV Graphics

Acquisition Deal Simulations

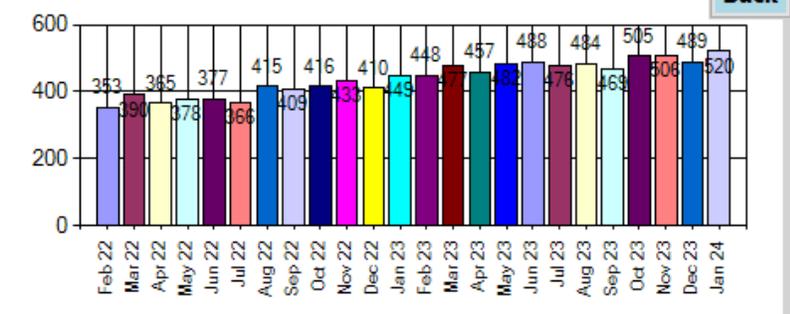
Value Drivers



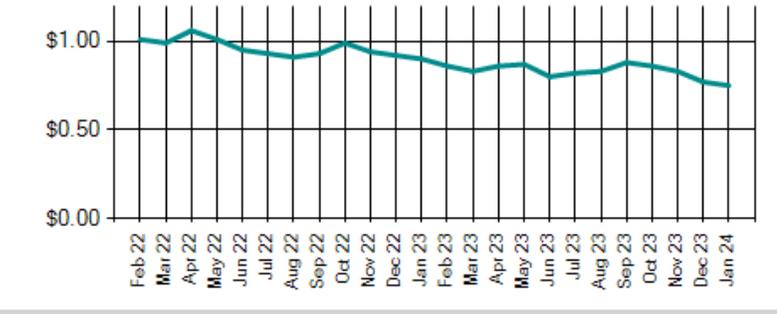
Gross Margin %



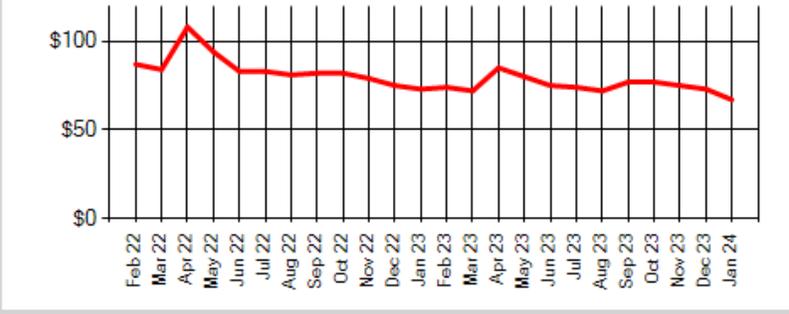
Unique Shipper Count



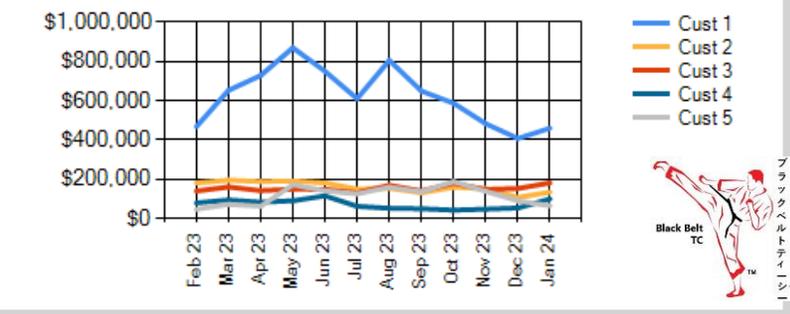
Revenue Per Mile



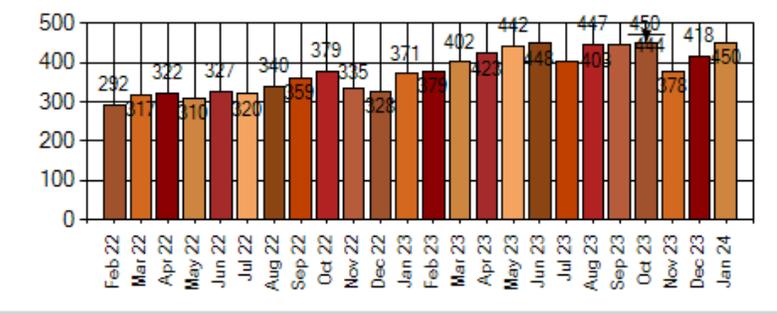
Gross Margin Per Load



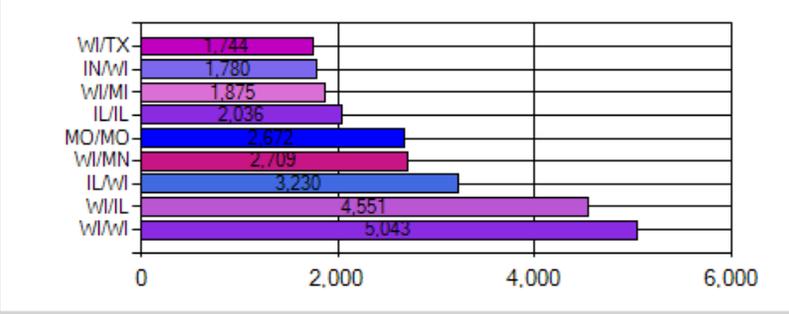
Top Five Shippers



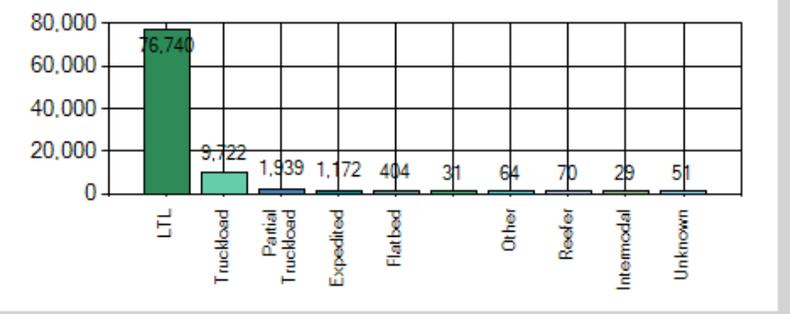
Loads Per Work Day



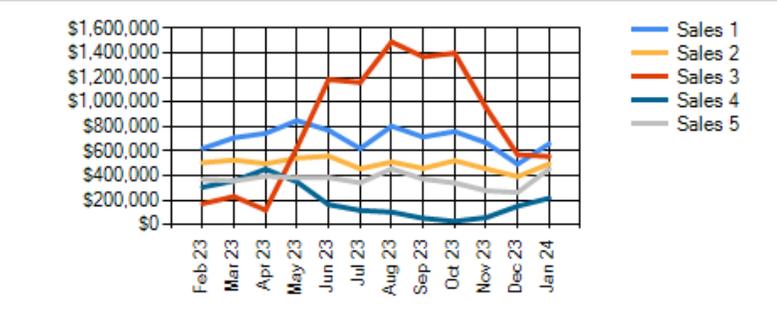
Primary Lanes



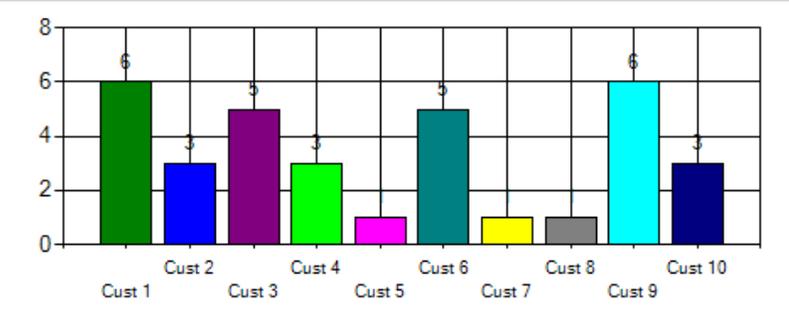
Top Ten Modes



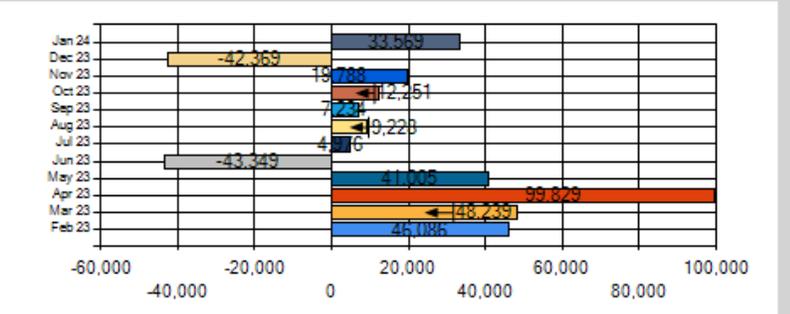
Top Five Sales



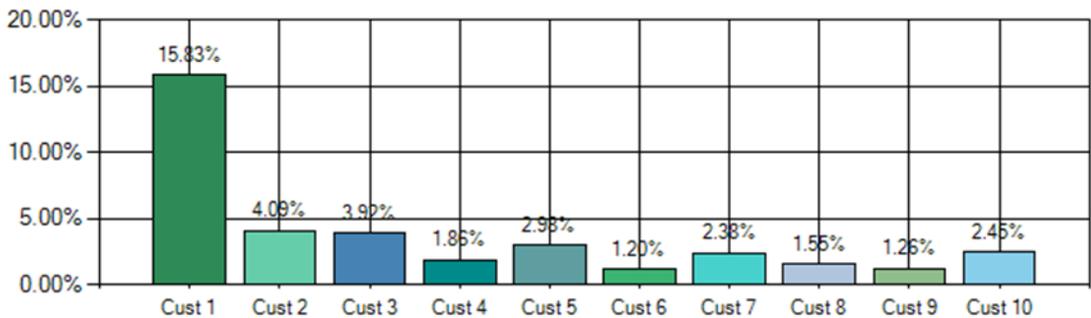
Customer Tenure Data



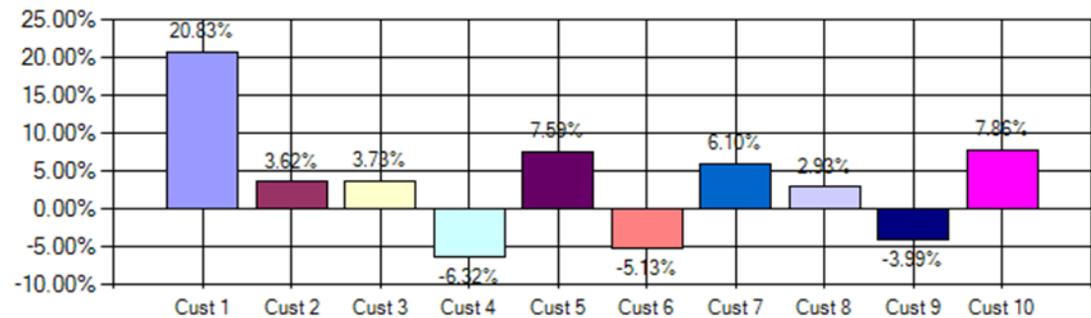
Quality of Earnings - 12 Mo. Total Variation \$236,487



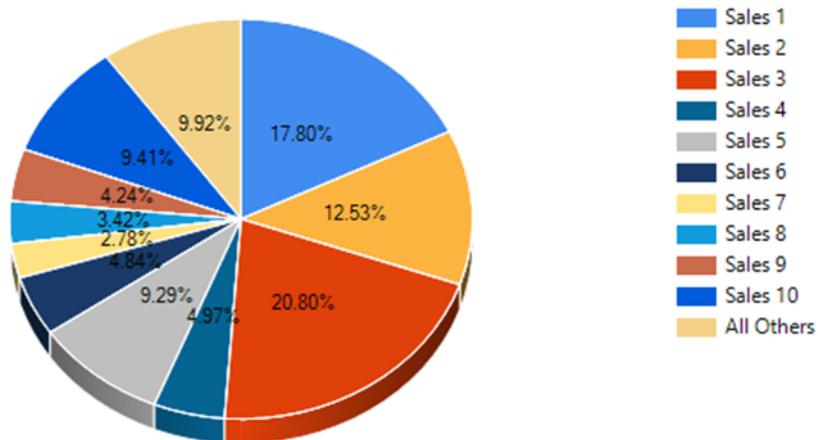
Revenue Concentration



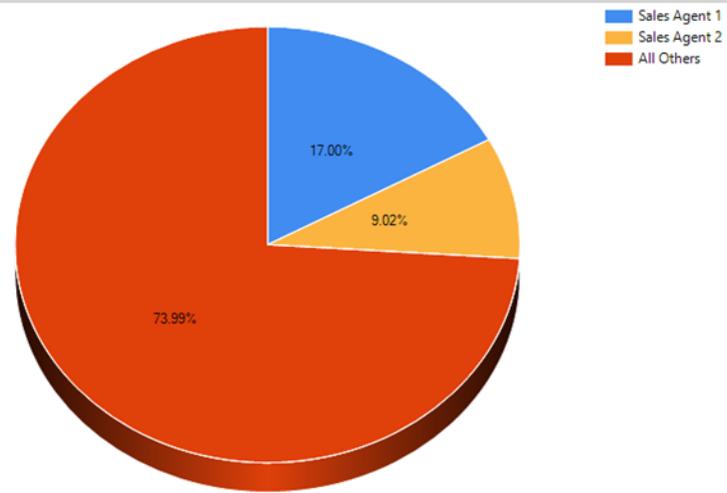
Gross Profit Concentration



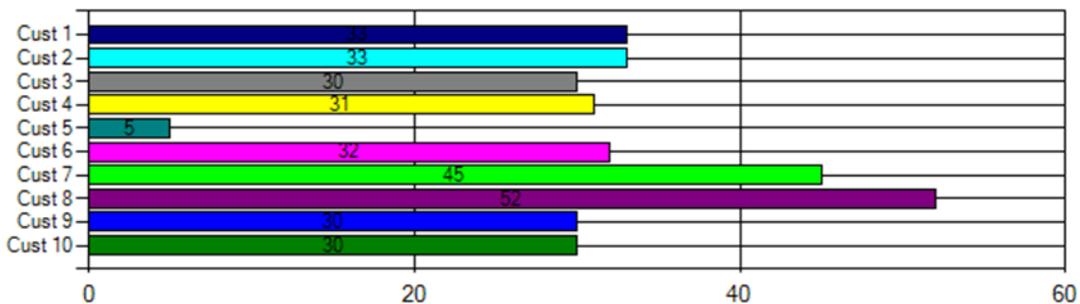
Sales Rep Concentration



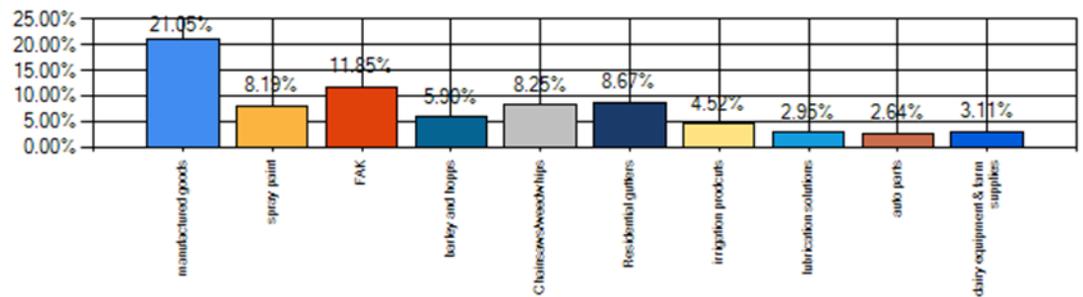
Agent Concentration Data



Top Ten Customer DSO



Commodity Concentration



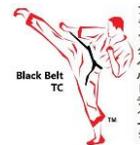
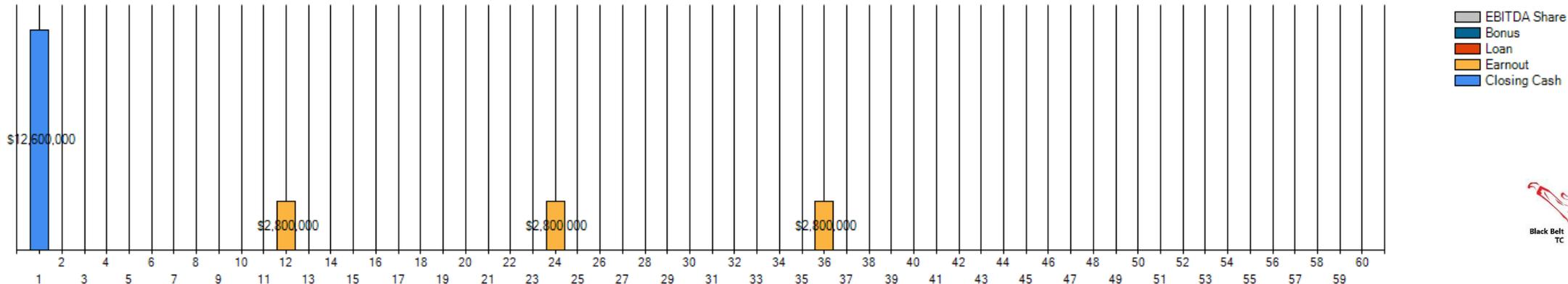
Mo	Close Cash and Put Opt	Close Cash Bal Due	EBITDA Share	Earnout Pay	Bonus	Loan Pay	EBITDA	Earnout Accrual	Bonus Accrual	Min Pay	Net Cash	Back
1	\$12,600,000						\$335,417	\$335,417		\$134,509	-\$12,399,092	
2							\$335,417	\$670,833		\$133,231	-\$12,063,675	
3							\$335,417	\$1,006,250		\$130,485	-\$11,728,259	
4							\$335,417	\$1,341,667		\$127,707	-\$11,392,842	
5							\$335,417	\$1,677,083		\$124,894	-\$11,057,425	
6							\$335,417	\$2,012,500		\$122,046	-\$10,722,009	
7							\$335,417	\$2,347,917		\$119,163	-\$10,386,592	
8							\$335,417	\$2,683,333		\$116,243	-\$10,051,175	
9							\$335,417	\$3,018,750		\$113,285	-\$9,715,759	
10							\$335,417	\$3,354,167		\$110,288	-\$9,380,342	
11							\$335,417	\$3,689,583		\$107,251	-\$9,044,925	
12				\$2,800,000			\$402,500	\$3,729,833		\$104,173	-\$11,442,425	
13							\$402,500	\$3,770,083		\$132,761	-\$11,039,925	
14							\$402,500	\$3,810,333		\$129,051	-\$10,637,425	
15							\$402,500	\$3,850,583		\$125,289	-\$10,234,925	
16							\$402,500	\$3,890,833		\$121,472	-\$9,832,425	
17							\$402,500	\$3,931,083		\$117,601	-\$9,429,925	
18							\$402,500	\$3,971,333		\$113,673	-\$9,027,425	
19							\$402,500	\$4,011,583		\$109,686	-\$8,624,925	
20							\$402,500	\$4,051,833		\$105,639	-\$8,222,425	
21							\$402,500	\$4,092,083		\$101,530	-\$7,819,925	
22							\$402,500	\$4,132,333		\$97,356	-\$7,417,425	
23							\$402,500	\$4,172,583		\$93,116	-\$7,014,925	
24				\$2,800,000			\$483,000	\$4,220,883		\$88,808	-\$9,331,925	
25							\$483,000	\$4,269,183		\$119,153	-\$8,848,925	
26							\$483,000	\$4,317,483		\$113,967	-\$8,365,925	
27							\$483,000	\$4,365,783		\$108,693	-\$7,882,925	
28							\$483,000	\$4,414,083		\$103,330	-\$7,399,925	
29							\$483,000	\$4,462,383		\$97,874	-\$6,916,925	
30							\$483,000	\$4,510,683		\$92,322	-\$6,433,925	
31							\$483,000	\$4,558,983		\$86,671	-\$5,950,925	
32							\$483,000	\$4,607,283		\$80,917	-\$5,467,925	
33							\$483,000	\$4,655,583		\$75,057	-\$4,984,925	
34							\$483,000	\$4,703,883		\$69,088	-\$4,501,925	
35							\$483,000	\$4,752,183		\$63,004	-\$4,018,925	
36							\$483,000	\$4,800,483		\$56,920	-\$3,535,925	

1	EBITDA Base	TTM EBITDA	Growth	Earnout Periods	Cash at Close %	Cash at Close	Period 1 & 4			EBITDA Share	Period 2 & 5			EBITDA Share	Period 3 & Totals			EBITDA Share	
							Earnout	Loan	Bonus		Earnout	Loan	Bonus		Earnout	Loan	Bonus		
	\$03,500,000	\$03,500,000	55._%	03	060._%	\$12,600,000	\$02,800,000	\$____	\$____	\$____	\$02,800,000	\$____	\$____	\$____	\$02,800,000	\$____	\$____	\$____	\$____
							\$____	\$____	\$____	\$____	\$____	\$____	\$____	\$____	\$____	06. x	\$21,000,000		048
															Put Option	Deal Mult	TTL Pay	Buyer B/E	

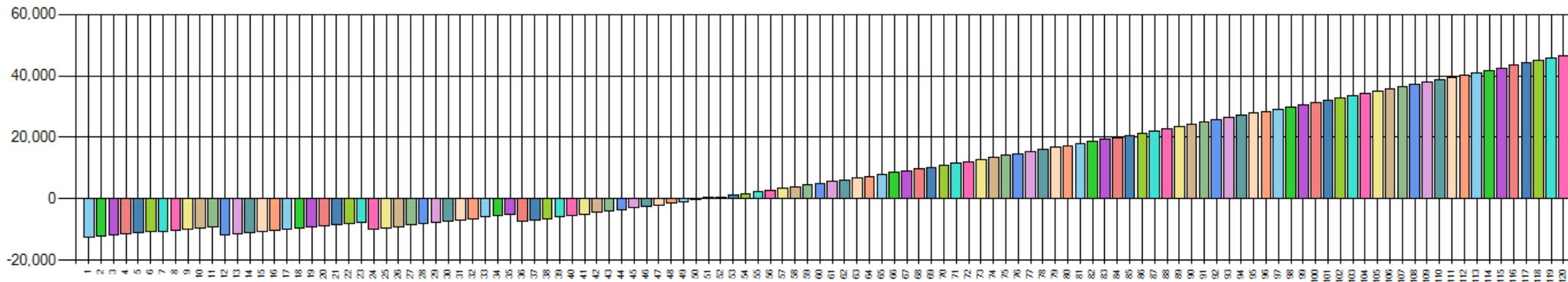
Projected Payments to Seller

Total Pay to Seller: \$21,001,830

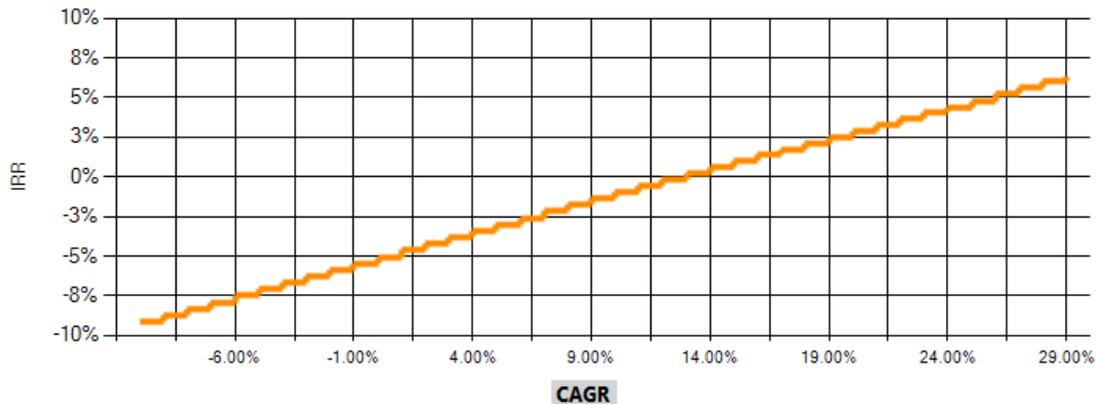
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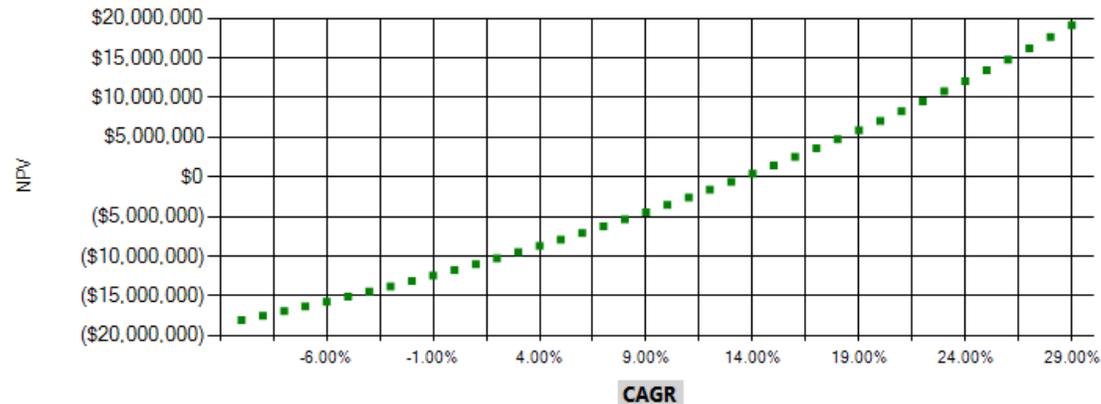
Buyer Cash Flow (000)



IRR as a Function of EBITDA CAGR



NPV as a Function of EBITDA CAGR



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Trends and Projections

Historical Financial Trends and Forecasting

	2021	% Rev	2022	% Rev	2023	% Rev	Current Fiscal	% Rev	Fiscal Extrap.	% Rev	TTM Feb - Jan Actual	% Rev	TTM Feb - Jan Norm	% Rev
Revenue	\$25,770,740	100%	\$37,361,283	100%	\$42,335,156	100%	\$3,682,990	100%	\$44,195,878	100%	\$42,734,589	100%	\$42,734,589	100%
Direct Cost	\$21,707,501	84.2%	\$30,797,067	82.4%	\$34,533,903	81.6%	\$3,053,680	82.9%	\$36,644,163	82.9%	\$34,854,465	81.6%	\$34,854,465	81.6%
Margin	\$4,063,239	15.8%	\$6,564,216	17.6%	\$7,801,252	18.4%	\$629,310	17.1%	\$7,551,714	17.1%	\$7,880,124	18.4%	\$7,880,124	18.4%
Margin %	15.77%		17.57%		18.43%		17.09%		17.09%		18.44%		18.44%	
Expenses	\$1,851,076	7.2%	\$3,139,708	8.4%	\$4,752,315	11.2%	\$448,196	12.2%	\$5,378,354	12.2%	\$4,856,055	11.4%	\$4,856,055	
Other Inc.	\$115,080	.4%	-\$8,074	%	-\$18,118	%	-\$309	%	-\$3,702	%	-\$16,179	%	-\$16,179	%
Other Exp.	\$303,584	1.2%	\$533,400	1.4%	\$496,846	1.2%	\$26,391	.7%	\$316,689	31668	1.2%	1.2%	1.2%	1.2%
Net Profit	\$1,838,407	7.13%	\$2,619,351	7.01%	\$2,277,176	5.38%	\$113,357	3.1%	\$1,360,282	3.1%	\$2,267,066	5.3%	\$2,267,066	5.3%
EBITDA	\$2,023,659	7.85%	\$2,883,035	7.72%	\$2,533,973	5.99%	\$154,414	4.2%	\$1,852,970	4.2%	\$2,515,886	5.9%	\$2,515,886	5.9%

Normalized EBITDA Needed		Normalized EBITDA Trigger	
	\$984,114		\$03,500,000
Current	Current	Projected	Projected
TTL Valuation	Closing Cash	TTL Valuation	Closing Cash
\$15,095,316	\$9,057,190	\$21,000,000	\$12,600,000
Proj Mult	Close Cash	Earn Periods	CAGR Per 1
06.0	60.0%	03.0	10.0%
Req. Work Cap.	Sim. Inc.	Disc. Rate	Fin. Mo.
\$1,900,000	1%	05.0%	120
IRR Min	IRR Max		
-10%	30%		
<input type="checkbox"/> Non-Asset		<input type="checkbox"/> Asset-Lite	
<input checked="" type="checkbox"/> Asset Based			

Please note that normalization of expenses is taken only within the TTM timeframe which may cause previous years to appear lower

<90% =>90% =>100%

Valuation Driving Trends

Revenue	113.8%	115.2%	112.2%	Rev Per Mile	86.3%	88%	85.1%	Loads/Workday	127.2%	121.6%	118.4%	Top 5 Sales	140%	147.2%	127.2%
Margin %	100.2%	98.5%	100%	Mgn Per Load	89.1%	93.4%	94.7%	Primary Lanes	21,341	5,043	4,551	Cust Tenure	6	3	5
Shipper Ct.	121.8%	117.4%	117.3%	Top 5 Shippers	88.7%	97.6%	93.4%	Top Modes	76,740	9,722	1,939	Q of E Variance	\$4,485,12€	-\$4,248,63	\$236,487

Risk Factor Trends

YOY % of TTL Var. Revenue Diversity	-6.4%	-2.3%	-3%	YOY % of TTL Var. Sales Rep Diversity	103.5%	102.6%	389%	Top 10 DSO	30	30	52
YOY % of TTL Var. Margin Diversity	6.1%	-6%	-2%	YOY % of TTL Var. Agent Diversity				YOY % of TTL Var. Commodity Diver.	-1.9%	-5.3%	3.5%
Buyer B/E Mo.				IRR	6.7%			NPV	\$20,630,180		