

Points of Differentiation



- **BBTC** was built by a CEO with an entire career in asset-based trucking, asset-lite fleet management, and non-asset brokerage transportation. The last 25+ years were in C-Level positions that included acquisitions and their integration into businesses the CEO was managing, with a special highlight during this period in an integral role as Senior Vice President of Acquisitions at Echo Global Logistics.
- **BBTC** concatenates its C-Level transportation management experience with MBA, Black Belt Six Sigma certification, and computer programming skills to drive value
- **BBTC** represents only sellers in the acquisition process where it can provide the most value. BBTC is unique in the industry with its CEO getting intimately involved in the entire process from introductions, negotiation of value and structure, LOI review, due diligence management, legal document review, and post-acquisition integration.
- **BBTC** is highly touted in the industry which is displayed in all the testimonials it has posted on its website – [www. blackbelttc.com/testimonials](http://www.blackbelttc.com/testimonials)
- **BBTC** has a database of 280+ well-vetted strategic buyers ranging from publicly held, large privately held (\$3b+), small privately held, and private equity (intensely filtered)
- **BBTC's** unique Acquisitions Powered by Code computer program generates dynamic Marketing Briefs, Financial Consolidation tools, Business Analytics , and matches sellers to buyers. All save time and drive positive deal multiples and structures
- **BBTC** is so confident in its capability to provide value that it works on a pure contingency basis and requires exclusivity only with buyers it introduces to sellers. Zero up-front fees (typically \$40k+), and no LOI fee (typically \$75k+).

**Acquisitions
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