



CASE STUDY: PROJECT MARATHON

STS DRIVES **SIGNIFICANT VALUATION GROWTH**

STS successfully closed a compelling deal for a privately-owned consulting, technology implementation, and support services company, achieving a 300% increase in valuation.

300% INCREASE
IN VALUATION

ABOUT THE CLIENT

The client was a privately-owned consulting, technology implementation, and support services company in the Integrated Workplace Management Systems (IWMS) and Enterprise Asset Management (EAM) space. The founder had grown the company over a 20-year period. Based on market conditions, he believed it was the optimum time to sell the company. Other firms had warned the owner that his desired outcome was unlikely, after which he engaged STS.

STS APPROACH

STS's unique deal process contributed to a very positive outcome for the client. They carefully managed the timing and processes of multiple potential buyers to ensure the client could entertain all offers, without granting exclusivity until there was complete visibility into all available options. STS found a unique buyer that could utilise the revenue of the business to strengthen their core business.

THE END RESULT

Through precise identification of strategic buyers and a rigorously managed, synergy-driven process, STS created a highly competitive outcome with seven offers, delivering a final valuation at more than twice the client's stretch "dream" objective.

For more information on how STS Capital Partners can assist in selling your business and make an Extraordinary Exit possible, please contact ExpertGuides@stscapital.com or visit stscapital.com.