



**BlueSky**  
BUSINESS RESOURCES



# Core Competencies

877.373.6854  
[www.blueskyadvisors.net](http://www.blueskyadvisors.net)

## THE BLUE SKY MISSION

Blue Sky Business Resources delivers a comprehensive range of growth, transaction and advisory services, founded on an approach that provides a regret free experience.

## WHAT WE DO

Blue Sky Business Resources provides advisory services to business owners, helping maximize business potential. Our team has dedicated advisors with real world experience that can support the needs of your operation from inception, through the many stages of growth, and through to a successful exit.

# BUSINESS & MARKET VALUE ANALYSIS

No matter what stage of the business lifecycle your operation is in, the key to achieving near and long-term objectives is the ability to identify and prioritize key opportunities and to measure the success of strategic initiatives. The Business & Market Value Analysis (BMVA) is designed to provide essential third-party insights through a deep analysis of an operation's financial performance, qualitative value drivers, and benchmarking against historical and industry indicators.

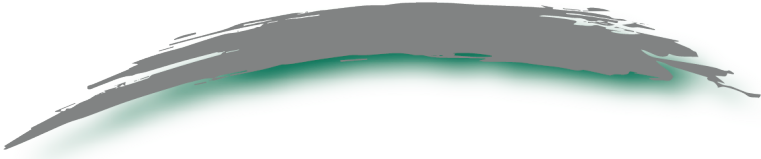
The BMVA is a tool that helps business owners and executives:

- Understand how they compare to their peers
- Measure the impact of strategic initiatives
- Exit on their terms and at their desired value

The BMVA is a tool that can be used to supplement a business plan in early-stage strategic planning or capital raising efforts. It can support owners of going concerns to identify high-impact growth and value-enhancing opportunities and to track the impact of these strategic initiatives. The BMVA is also an essential component of exit planning, providing insights to market value, market preparedness, and laying the foundation for an M&A strategy.

# BlueSky

MERGERS & ACQUISITIONS



The Blue Sky Business Resources Mergers & Acquisitions division is comprised of highly accredited advisors dedicated to maximizing value and successful outcomes for business owners. With buy-side and sell-side services, our team is capable of fulfilling a wide range of M&A Services.

# Sell-Side Services

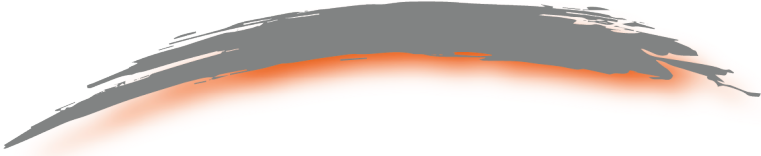
The time comes for every business owner when the strategic planning turns to exit planning. Blue Sky Business Resources is ready to be your trusted partner throughout the process. Beginning with a BMVA to establish a reasonable expectation of market value, we can determine together whether now is the best time to proceed with a sale. Every sell-side engagement is given a dedicated advisor who will manage every stage of the process; from the creation of marketing and outreach materials to the final execution of the definitive purchase agreement. Your dedicated advisor will have the full resources of the Blue Sky team and proprietary process management tools to ensure success.

# Buy-Side Services

If you are looking to grow your business through acquisition, let the Blue Sky team put our vast network and resources to work for you. Our resources can help source targets that fit your specific criteria, often times before they are on the market

# BlueSky

CONSULTING



Whether your business has a short-term issue that you need help resolving or you are looking for a partner to help you achieve major strategic initiatives, the Blue Sky Business Resources **Consulting** division has a team of seasoned experts that can support your team in realizing success.

# Operational Support

Operational consultants at Blue Sky are versed in Lean, 6Sigma, TQM, and establishing Kaizen culture within your team. We can help to identify opportunities, optimize performance, and implement documented systems to ensure consistent performance long into the future.

# Market Share Growth

Capturing and retaining more market share is no easy task, and one the stymies executives and owners at all levels.

Let our team support you in analyzing the market, identifying opportunities, and developing and implementing strategies to capitalize on them.

# Financial Controls

Our executive level financial controllers can work with your financial management team to improve efficiency, compliance, and controls.