

What's Your "Quality Score?"



Criteria:							
Premium value		10		10		10	10
Great value		9		9		9	9
Moderate value		8		8		8	8
Average value		5		5		5	5
Difficult value		0		0		0	0

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Example Criteria

- Organic growth (%)
- Client retention (%)
- EBITDA margins (%)
- Geography
- EBITDA size (\$)
- Recurring revenue (%)
- Valuation expectations (\$)
- Relationship/culture
- Business model/identity/products/services
- Owner go-forward involvement
- Owner interest to roll equity (%)
- Company legal structure
- Owner comp/role (\$)
- Addbacks (\$)
- Tools alignment
- Capital expenditures (\$)

"Quality Score"

Criteria #1	
Criteria #2	
Criteria #3	
Criteria #4	
Criteria #5	
Criteria #6	
Criteria #7	
Criteria #8	
Score (average)	

Existing coverage area?	Y/N
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1. Whether Buyer or Seller, **identify** your top criteria.
2. Next, **determine** the values most important to you.
3. **Assess** the "Quality Score".
4. Questions? adamk@itsasap.com (702) 249-0420