BizProValue
Better Tools. Better Deals.

Welcome to BizProVMS with TaxTract and BizProWriter

Empowering Your Deal Value Management Process with Connected Content for Dynamic Impact

BizProValue Management Solution is the only cloud application to feature automated data extraction and entry for analysis, valuation, deal structure and publishing of the professional level Broker Opinion of Value and integrated reports like the Confidential Information Memorandum and others published to the Business Advisor's personal, business, and professional branding specifications directly from the desk.

BOOK A DEMO

FREE 21-DAY TRIAL

BizProValue
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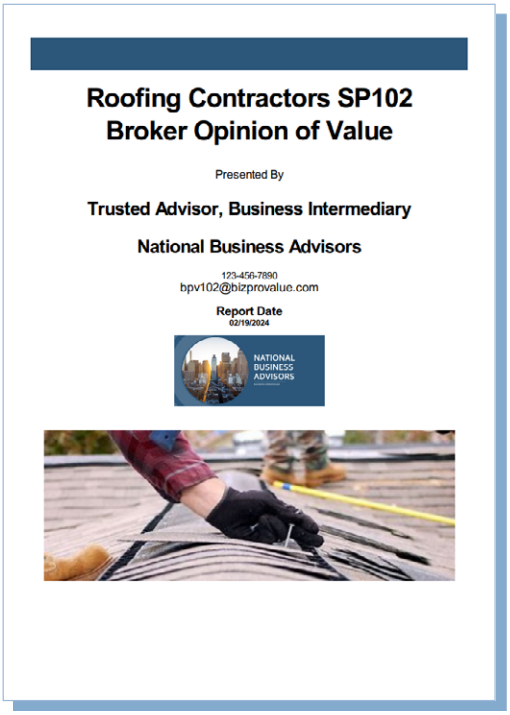
BizProValue Management Solution transforms the way Business Brokers and Advisors gather and analyze data, form valuations, structure deals, and generate critical documents including the Broker Opinion of Value and other integrated marketing reports.

BizProVMS is the ultimate cloud based solution for streamlined deal value management for Business Advisors and Brokers.

Are you tired of the tedious and time consuming process of data entry analysis and valuation in your business deals?

Look no further than BizProVMS the pioneering cloud application revolutionizing the way professionals handle deal value management.

We equip business advisors and brokers with the tools to articulate the performance and valuation story of small businesses within the framework of buying/selling and mergers/acquisitions for small to lower mid-market entities.



BizProVMS is available on a monthly subscription basis with a FREE 21-day Trial.

BizProValue
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Unlock the power of streamlined deal value management and informed decision-making with BizProVMS, the all-in-one cloud application for data extraction, analysis, valuation, deal structure, and publishing professional-grade reports for purchase and sale transactions for the small to lower mid-market business.

- **Automated** data extraction from business tax returns and financial statements and data entry directly into the project.
- **BizProWriter** leverages advanced AI technology to gather and present comprehensive insights.
- **Streamline** deal management from analysis to publication.
- **Generate** professional reports tailored to your branding specifications.
- **Access** comprehensive financial analysis tools and industry benchmarks from PeerComps[1] and RMA eStatement Studies[2].
- **Customize** deal structures to align with strategic objectives.
- **Empower** informed decision-making with real-time insights and forecasts.

> *I have been in the business brokerage field for many years, and I can confidently say that BizProValue has been an invaluable tool in my work. When it comes to accurate valuations, there is no room for guesswork, and that is where the BizProVMS app shines. BizProValue's comprehensive data and analytical tools provide me with the insights I need to determine the true value of a business. Whether I am working with buyers or sellers, having access to the BizProVMS platform allows me to provide my clients with realistic and data-backed valuations.*

BUSINESS BROKER, MBA, CBI, CM&AP, M&AMI, ECA

1 PeerComps are used by permission from GCF Valuation © 2024
2 RMA eStatement Studies are used by permission from The Risk Management Association © 2024

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BizProValue Management Solution with TaxTract

BizProVMS TaxTract is a pivotal feature integrated into the BizProValue Management Solution, designed to transform the data extraction and analysis process within the platform. Here are the key features that distinguish TaxTract and highlight its value within the BizProValue ecosystem:

- **Automated Data Extraction:** TaxTract seamlessly automates the extraction of the Income Statement with Other Deductions and the Balance Sheet from business tax returns. This automation significantly reduces the need for manual data entry, streamlining the process and minimizing errors.
- **Streamlined Data Entry:** With TaxTract, users can eliminate the need for manual data input. By automating the data entry process, TaxTract accelerates workflow efficiency, allowing users to focus on higher-value tasks such as analysis and decision-making.
- **Enhanced Accuracy:** TaxTract utilizes advanced algorithms to ensure precise data extraction. This technology delivers reliable results, empowering users to make informed decisions based on accurate information.
- **Time Savings:** By automating data extraction and entry processes, TaxTract saves valuable time. This time-saving feature enables users to expedite deal analysis, valuation, and decision-making, leading to faster transaction closures and improved client satisfaction.
- **Integration:** TaxTract seamlessly integrates with the BizProValue Management Solution, enhancing its functionality and adding automation to the deal value management process. This integration ensures a seamless user experience and maximizes the efficiency of the BizProVMS platform.

In summary, TaxTract is a transformative feature within the BizProValue Management Solution, designed to automate data extraction, streamline workflows, enhance accuracy, and empower users to make informed decisions with confidence.

BizProValue
Better Tools. Better Deals.

Introducing BizProWriter

BizProWriter leverages advanced AI technology to gather and present comprehensive insights into small businesses. By analyzing the subject company's website, online sources, and the Seller Interview our application helps you to address the ten key factors to discover how a company creates a market of customers and generates revenue.

- What are the key products or services sold by the Company?
- Who are the typical customers served by the Company?
- Describe the market area in which the Company generates revenue.
- How does the Company compete and differentiate itself from the competition?
- Describe the clients or client types that contribute to consistent revenue?
- How does the Company attract new customers?
- How does the Company retain and develop existing customers?
- What are the predominant trends or factors currently shaping the growth or contraction of your market?
- Which avenues for revenue growth will you prioritize in the upcoming year?
- What are the typical customer satisfaction scenarios that you want each of your clients to experience?

With BizProWriter, you can quickly and efficiently discover the activities of a small business, enabling you to assess its potential for growth and success. Contact us today to learn more about how BizProWriter can support development of your business valuation and marketing materials.

The Four Steps of BizProVMS

1

Discovery of Business Performance

Capture in-depth information about the business's financial performance and historical data.

2

Development of Value

Utilize powerful tools to assess value, including the Value Canvas, GOAL Analysis, and Performance Comparison to develop your judgment for performance and opportunity based valuation.

3

Structure of the Deal

Navigate the elements of deal structuring, including Operating Working Capital Assessment, the Term Sheet, Financing Model, and Seller Proceeds, with lease or buy options for real estate

4

Publication of Reports

Generate and customize project and marketing reports, such as the Broker Opinion of Value, the Confidential Information Memorandum, and more to effectively communicate with clients from a seamless source of data.

BizProVMS streamlines the difficult process of analyzing, valuing, structuring deals, and publishing reports into four comprehensive steps.

The first step involves the Discovery of Business Performance, where users create projects and enter financial data to understand the company's historical performance thoroughly. Through modules such as Income Statement and Balance Sheet, users can normalize financial data, interview the seller, conduct GOAL analysis, and develop a narrative of the business's performance and value proposition.

The second step, Development of Value, empowers users to determine the Most Probable Selling Price by integrating financial analysis tools and market data. With insights from performance comparisons and forecast financials, users can confidently assess business value in the Market Approach and the Direct Market Data Method or the Completed Transactions Method.

In the third step, Structure of the Deal, users can model financing options, understand the needs for operating working capital, and show seller proceeds to optimize deal structures aligned with sellers and buyers objectives.

Finally, in the Publication of Reports step, users can customize and generate reports such as Broker Opinion of Value and Confidential Information Memorandum, providing valuable insights to potential buyers, lenders, and stakeholders. Through these four steps, BizProVMS offers a comprehensive solution for business professionals to navigate the complexities of deal management efficiently and effectively.

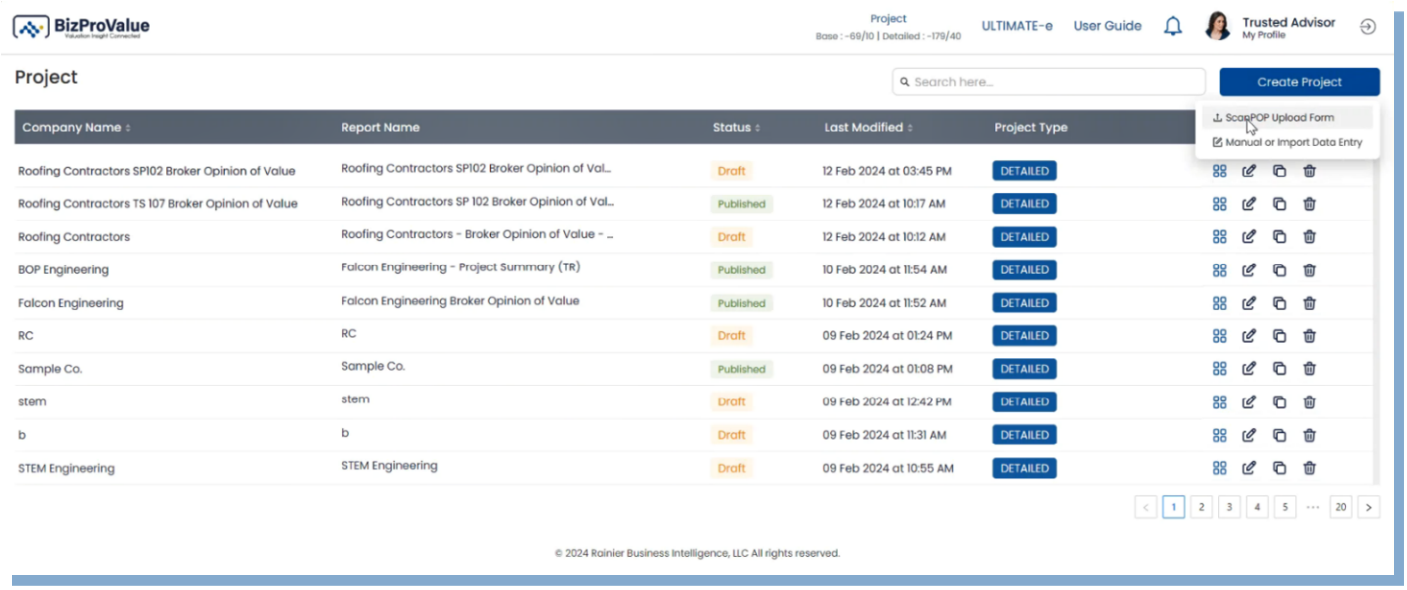
STEP 1

Discovery of Business Performance

CREATE A NEW PROJECT AND ENTER FINANCIAL DATA

Step-by-step guidance on initiating a new project by extracting data from tax returns or financial statements and automatically entering crucial financial data.

In the Discovery Step of BizProVMS, users embark on a journey to comprehensively understand the business's performance and value proposition. By creating new projects and entering financial data, users lay the foundation for a thorough analysis of the company's historical performance. Through modules like the Income Statement and Balance Sheet, users meticulously and normalize financial data for transparency in the assessment process. Additionally, tools such as the GOAL Analysis and Value Canvas allow users to delve deeper into understanding the business's strengths, weaknesses, and value creation drivers. By synthesizing information from various sources, including interviews, questionnaires, and financial statements, users can develop a cohesive narrative that highlights the business's performance and value proposition. Ultimately, the Discovery Step serves as the groundwork for informed decision-making throughout the deal management process in BizProVMS.

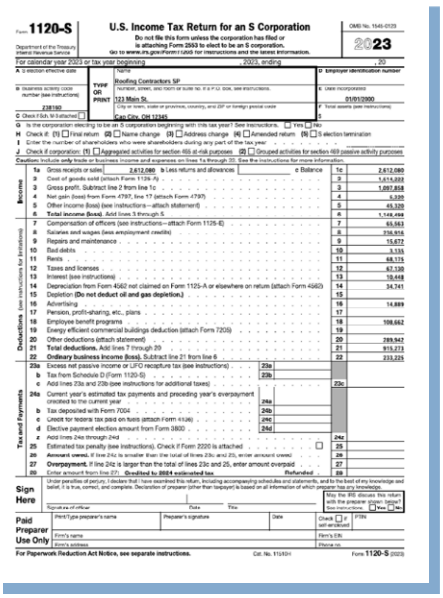


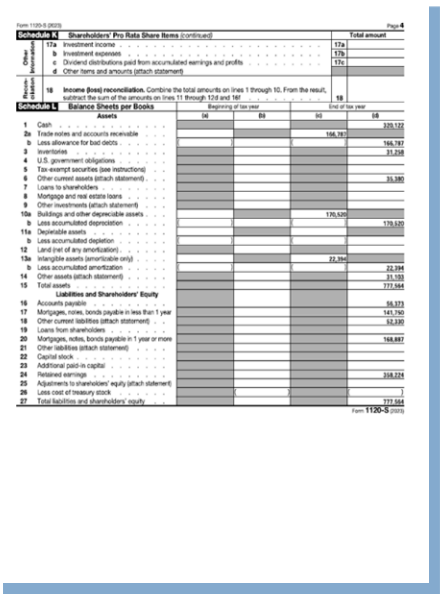
TaxTract and FinTract for data extraction and entry

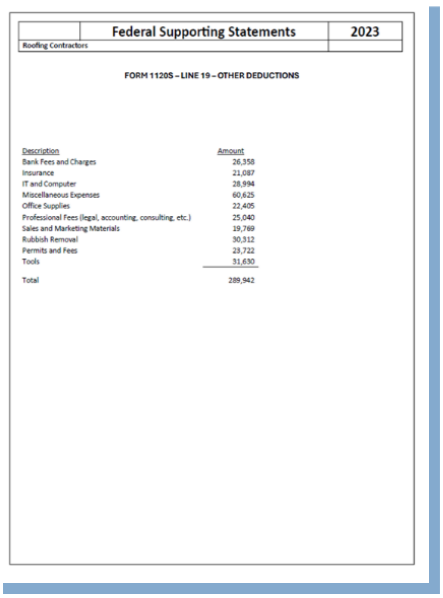
EXTRACT DATA FROM BUSINESS TAX RETURNS

Automatically populate the Income Statement, Balance Sheet, and Other Deductions Statement with a complete chart of accounts directly into the project for the 1120-S, 1040 Sch C, 1065, and 1120 U.S. Federal Tax Return.

Tax Form 1120-S U.S. Income Tax Form for an S Corporation







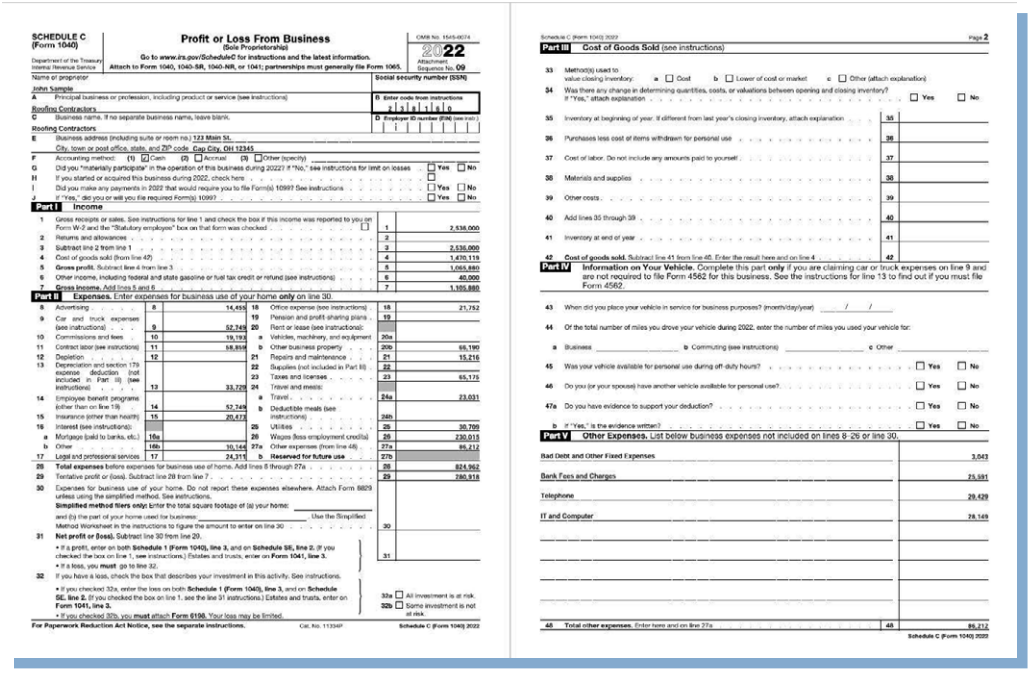
Federal Supporting Statements — 2023

Roofing Contractors

FORM 1120S – LINE 19 – OTHER DEDUCTIONS

Description	Amount
Bank Fees and Charges	26,358
Insurance	21,087
IT and Computer	28,994
Miscellaneous Expenses	60,625
Office Supplies	22,405
Professional Fees (legal, accounting, consulting, etc.)	25,040
Sales and Marketing Materials	19,769
Rubbish Removal	30,312
Permits and Fees	28,722
Tools	31,630
Total	289,942

Tax Form 1040 Sch C Profit or Loss from Business (Sole Proprietorship)



SCHEDULE C (Form 1040) — Profit or Loss From Business (Sole Proprietorship) — 2022

Name of proprietor: John Sample — Social security number (SSN)

A Principal business or profession, including product or service: Roofing Contractors — B Enter code from instructions

C Business name. If no separate business name, leave blank: Roofing Contractors — D Employer ID number (EIN)

E Business address: 123 Main St. City, town or post office, state, and ZIP code: Cap City, OH 12345

F Accounting method: (1) Cash (2) Accrual (3) Other

Part I Income

1	Gross receipts or sales	2,536,000
2	Returns and allowances	
3	Subtract line 2 from line 1	2,536,000
4	Cost of goods sold	1,470,118
5	Gross profit. Subtract line 4 from line 3	1,065,882
6	Other income, including federal and state gasoline or fuel tax credit or refund	40,000
7	Gross income. Add lines 5 and 6	1,105,882

Part II Expenses. Enter expenses for business use of your home only on line 30.

8	Advertising	14,455	18	Office expense	21,752
9	Car and truck expenses	52,745	19	Pension and profit-sharing plans	
10	Commissions and fees	19,193	20	Rent or lease:	
11	Contract labor	58,859	a	Vehicles, machinery, equipment	66,190
12	Depletion	21	b	Other business property	15,216
13	Depreciation and section 179 expense deduction	33,726	21	Repairs and maintenance	
14	Employee benefit programs	52,749	22	Supplies	
15	Insurance (other than health)	20,472	23	Taxes and licenses	65,175
16	Interest:		24	Travel and meals:	
a	Mortgage (paid to banks, etc.)	30,144	a	Travel	23,031
b	Other	24,311	b	Deductible meals	
17	Legal and professional services		25	Utilities	30,705
26	Wages (less employment credits)				230,015
27a	Other expenses				86,212
b	Reserved for future use				
28	Total expenses before expenses for business use of home				824,962
29	Tentative profit or (loss)				280,918
30	Expenses for business use of your home				
31	Net profit or (loss). Subtract line 30 from line 29				
32	If you have a loss, check the box that describes your investment in this activity				

Schedule C (Form 1040) 2022 — Page 2

Part III Cost of Goods Sold (see instructions)

33	Method(s) used to value closing inventory: a Cost b Lower of cost or market c Other	
34	Was there any change in determining quantities, costs, or valuations between opening and closing inventory?	Yes / No
35	Inventory at beginning of year	35
36	Purchases less cost of items withdrawn for personal use	36
37	Cost of labor. Do not include any amounts paid to yourself	37
38	Materials and supplies	38
39	Other costs	39
40	Add lines 35 through 39	40
41	Inventory at end of year	41
42	Cost of goods sold. Subtract line 41 from line 40	42

Part IV Information on Your Vehicle. Complete this part only if you are claiming car or truck expenses on line 9 and are not required to file Form 4562 for this business.

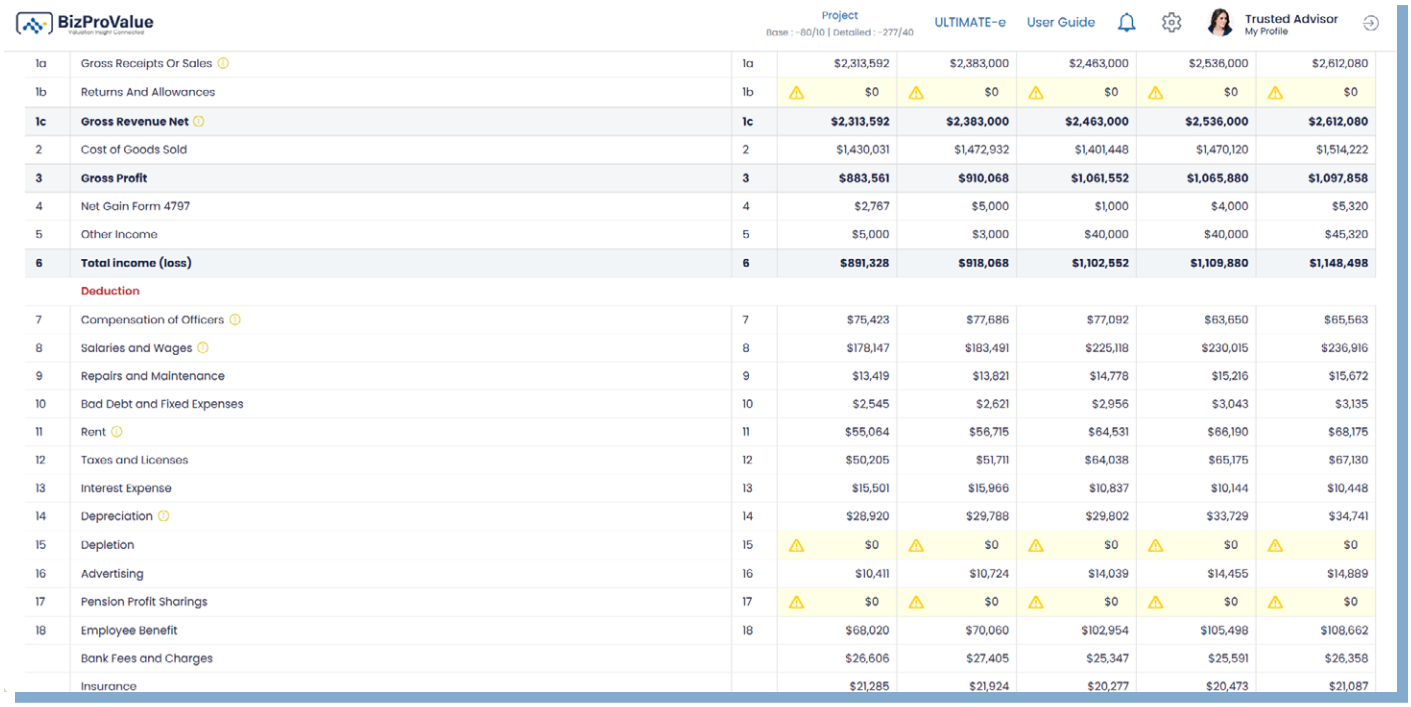
43	When did you place your vehicle in service for business purposes?	
44	Of the total number of miles you drove your vehicle during 2022, enter the number of miles you used your vehicle for: a Business b Commuting c Other	
45	Was your vehicle available for personal use during off-duty hours?	Yes / No
46	Do you (or your spouse) have another vehicle available for personal use?	Yes / No
47a	Do you have evidence to support your deduction?	Yes / No
b	If "Yes," is the evidence written?	Yes / No

Part V Other Expenses. List below business expenses not included on lines 8–26 or line 30.

Bad Debt and Other Fixed Expenses	3,043
Bank Fees and Charges	23,591
Telephone	20,429
IT and Computer	28,149
48 Total other expenses. Enter here and on line 27a	86,212

INCOME STATEMENT POPULATED AUTOMATICALLY

Include data for 1 to 5 years.

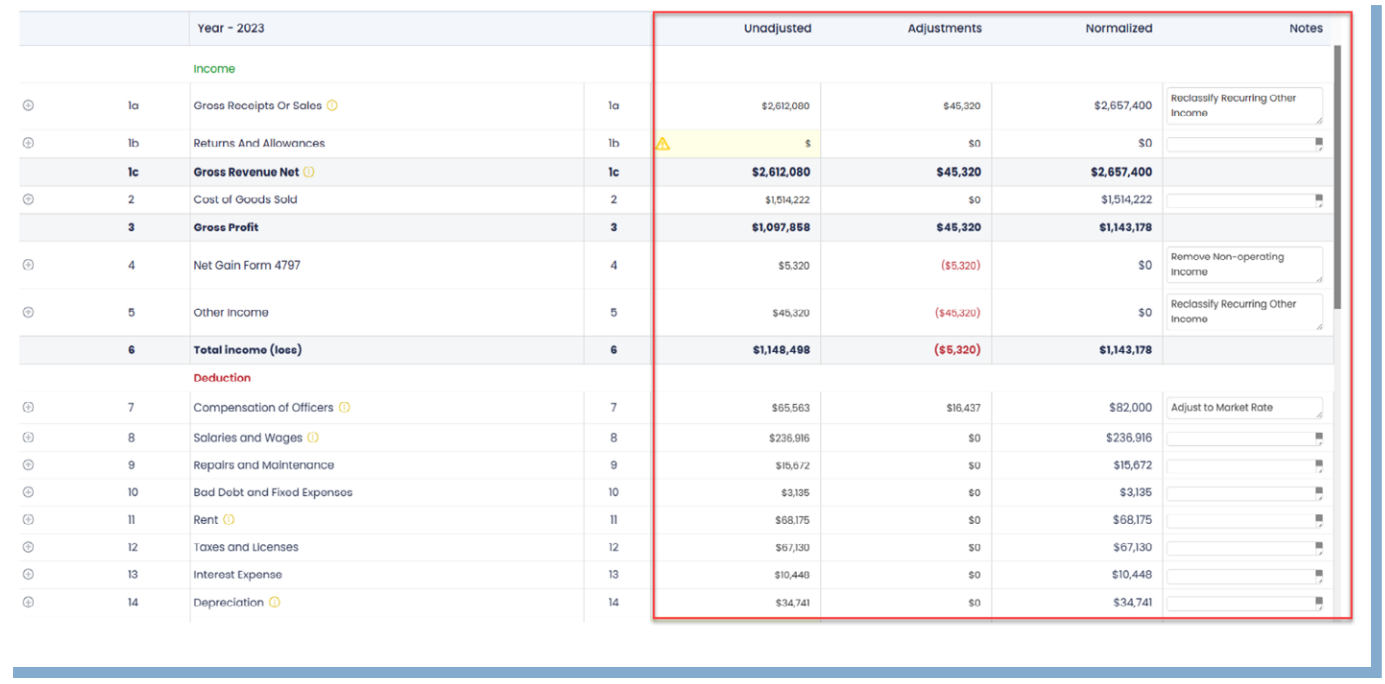


BizProValue — Project — ULTIMATE-e — User Guide — Trusted Advisor

1a	Gross Receipts Or Sales	1a	$2,313,592	$2,383,000	$2,463,000	$2,536,000	$2,612,080
1b	Returns And Allowances	1b	$0	$0	$0	$0	$0
1c	**Gross Revenue Net**	**1c**	**$2,313,592**	**$2,383,000**	**$2,463,000**	**$2,536,000**	**$2,612,080**
2	Cost of Goods Sold	2	$1,430,031	$1,472,932	$1,401,448	$1,470,120	$1,514,222
3	**Gross Profit**	**3**	**$883,561**	**$910,068**	**$1,061,552**	**$1,065,880**	**$1,097,858**
4	Net Gain Form 4797	4	$2,767	$5,000	$1,000	$4,000	$5,320
5	Other Income	5	$5,000	$3,000	$40,000	$40,000	$45,320
6	**Total income (loss)**	**6**	**$891,328**	**$918,068**	**$1,102,552**	**$1,109,880**	**$1,148,498**
	Deduction						
7	Compensation of Officers	7	$75,423	$77,686	$77,092	$63,650	$65,563
8	Salaries and Wages	8	$178,147	$183,491	$225,118	$230,015	$236,916
9	Repairs and Maintenance	9	$13,419	$13,821	$14,778	$15,216	$15,672
10	Bad Debt and Fixed Expenses	10	$2,545	$2,621	$2,956	$3,043	$3,135
11	Rent	11	$55,064	$56,715	$64,531	$66,190	$68,175
12	Taxes and Licenses	12	$50,205	$51,711	$64,038	$65,175	$67,130
13	Interest Expense	13	$15,501	$15,966	$10,837	$10,144	$10,448
14	Depreciation	14	$28,920	$29,788	$29,802	$33,729	$34,741
15	Depletion	15	$0	$0	$0	$0	$0
16	Advertising	16	$10,411	$10,724	$14,039	$14,455	$14,889
17	Pension Profit Sharings	17	$0	$0	$0	$0	$0
18	Employee Benefit	18	$68,020	$70,060	$102,954	$105,498	$108,662
	Bank Fees and Charges		$26,606	$27,405	$25,347	$25,591	$26,358
	Insurance		$21,285	$21,924	$20,277	$20,473	$21,087

NORMALIZE THE INCOME STATEMENT

Remove the impact of activities outside of regular operations and set certain expenses at market rates.



		Year - 2023		Unadjusted	Adjustments	Normalized	Notes
		Income					
	1a	Gross Receipts Or Sales	1a	$2,612,080	$45,320	$2,657,400	Reclassify Recurring Other Income
	1b	Returns And Allowances	1b	$	$0	$0	
	1c	**Gross Revenue Net**	**1c**	**$2,612,080**	**$45,320**	**$2,657,400**	
	2	Cost of Goods Sold	2	$1,514,222	$0	$1,514,222	
	3	**Gross Profit**	**3**	**$1,097,858**	**$45,320**	**$1,143,178**	
	4	Net Gain Form 4797	4	$5,320	($5,320)	$0	Remove Non-operating Income
	5	Other Income	5	$45,320	($45,320)	$0	Reclassify Recurring Other Income
	6	**Total income (loss)**	**6**	**$1,148,498**	**($5,320)**	**$1,143,178**	
		Deduction					
	7	Compensation of Officers	7	$65,563	$16,437	$82,000	Adjust to Market Rate
	8	Salaries and Wages	8	$236,916	$0	$236,916	
	9	Repairs and Maintenance	9	$15,672	$0	$15,672	
	10	Bad Debt and Fixed Expenses	10	$3,135	$0	$3,135	
	11	Rent	11	$68,175	$0	$68,175	
	12	Taxes and Licenses	12	$67,130	$0	$67,130	
	13	Interest Expense	13	$10,448	$0	$10,448	
	14	Depreciation	14	$34,741	$0	$34,741	

BALANCE SHEET POPULATED AUTOMATICALLY

BizProValue — Project Base : -80/10 | Detailed : -277/40 — ULTIMATE-e — User Guide — Trusted Advisor My Profile

	Balance Sheet, Normalized (Tutorial Video)		2019		2020		2021		2022		2023	
	Assets		(c)	(d)	(c)	(d)	(c)	(d)	(c)	(d)	(c)	(d)
1	Cash	1		$194,568		$196,534		$308,796		$313,846		$320,122
2a	Trade notes and accounts receivable	2a	$199,195		$201,207		$169,952		$163,517		$166,787	
2b	Less Allowance For Bad Debts	2b	($0)	$199,195	($0)	$201,207	($0)	$169,952	($0)	$163,517	($0)	$166,787
3	Inventories	3		$23,348		$23,584		$36,109		$30,645		$31,258
4	U.S. government obligations	4		$0		$0		$0		$0		$0
5	Tax-exempt securities	5		$0		$0		$0		$0		$0
6	Other Current Assets	6		$31,572		$31,890		$40,940		$34,686		$35,380
7	Loans to shareholders	7		$0		$0		$0		$0		$0
8	Mortgage and real estate loans	8		$0		$0		$0		$0		$0
9	Other investments	9		$0		$0		$0		$0		$0
10a	Buildings and other depreciable assets	10a	$189,210		$191,121		$204,112		$167,176		$170,520	
10b	Less Accumulated Depreciation	10b	($0)	$189,210	($0)	$191,121	($0)	$204,112	($0)	$167,176	($0)	$170,520
11a	Depletable Assets	11a	$0		$0		$0		$0		$0	
11b	Less Accumulated Depletion	11b	($0)	$0	($0)	$0	($0)	$0	($0)	$0	($0)	$0
12	Land (net of any amortization)	12		$0		$0		$0		$0		$0
13a	Intangible Assets (Amortization only)	13a	$23,275		$23,510		$11,782		$21,955		$22,394	
13b	Less accumulated amortization	13b	($0)	$23,275	($0)	$23,510	($0)	$11,782	($0)	$21,955	($0)	$22,394

Many thanks to the team at BizProValue. I am very happy to be a client. The company offers services that have helped me to present myself and my company to potential clients in the most professional manner. The BizProVMS software is easy to use and comprehensive and the support team is second-to-none.

I have been an advisor for over twenty five years and tried many services. In my opinion, if you want to go to the next level in your career, then you have found the right company to get you there. All business brokers – from brand new to very experienced – will benefit from the BizProValue Management Solution.

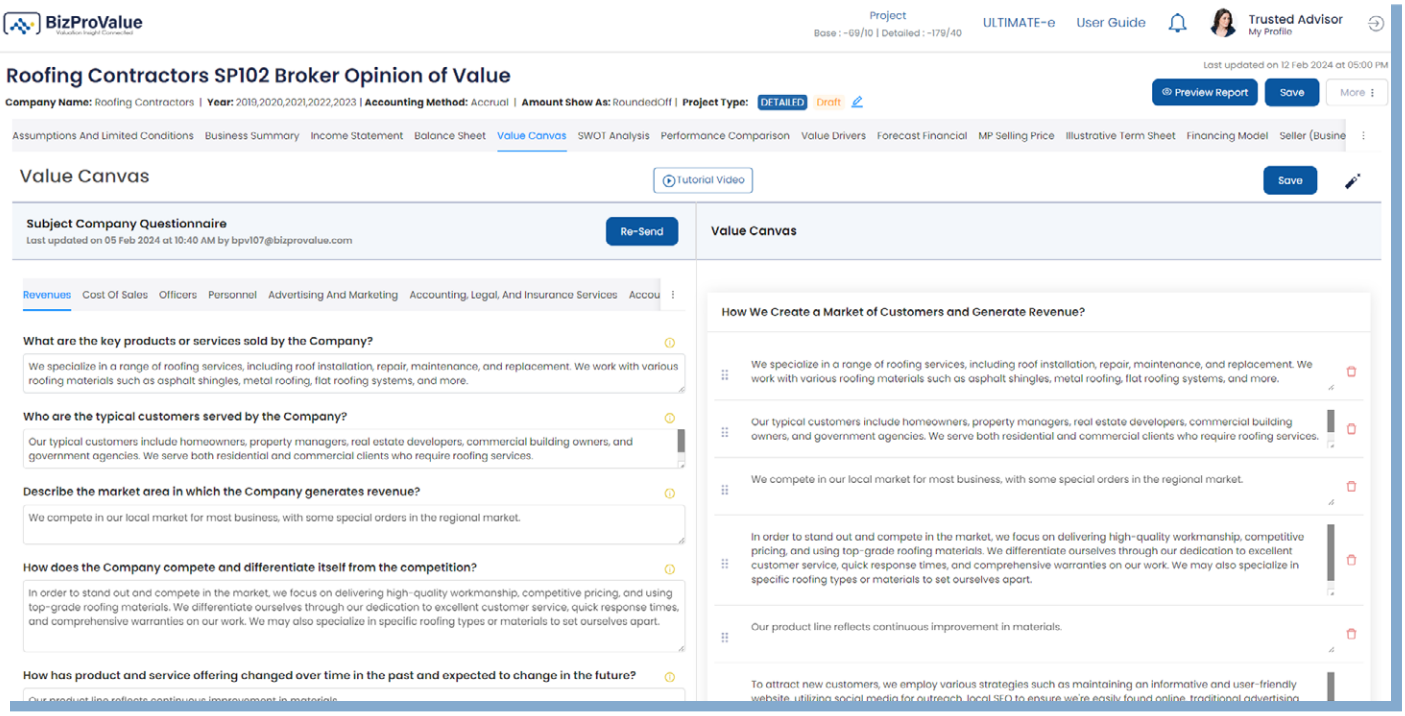
BUSINESS BROKER, M&AMI, CBI, CM&AP, BCI, CMAI

VALUE CANVAS, GOAL ANALYSIS, AND BUSINESS SUMMARY

Leverage these modules to develop a compelling narrative around business performance and the value proposition.

The Subject Company Questionnaire and the Value Canvas, GOAL Analysis, and Business Summary modules are pivotal components of the Discovery phase within BizProVMS, facilitating a comprehensive understanding of the business and the development of value.

The Subject Company Questionnaire serves as a structured tool to gather essential information directly from the business owner or relevant stakeholders, ensuring a holistic view of the company's operations, market positioning, and growth strategies. Through the Value Canvas, users describe the Four Factors of Business Value, scrutinizing how the company generates revenue, adds value, operates efficiently, and utilizes assets to drive earnings. GOAL Analysis delves into the company's great achievements, opportunities, actions steps and limiting factors, fostering a nuanced understanding of its competitive landscape. Business Summary provides a narrative framework to articulate key aspects of the business, including its market positioning, product offerings, personnel, and facilities. Together, these modules empower users to develop valuable insights, laying the groundwork for informed decision-making and strategic planning within BizProVMS.



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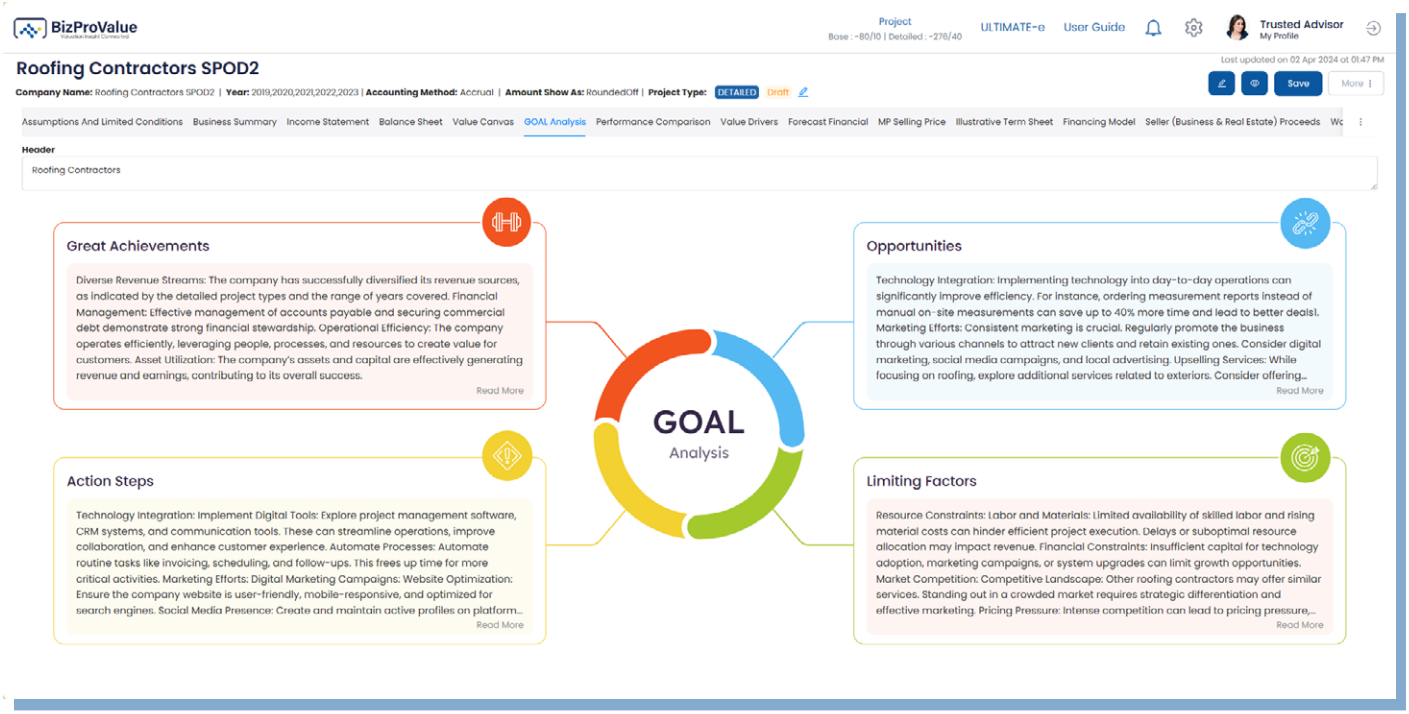
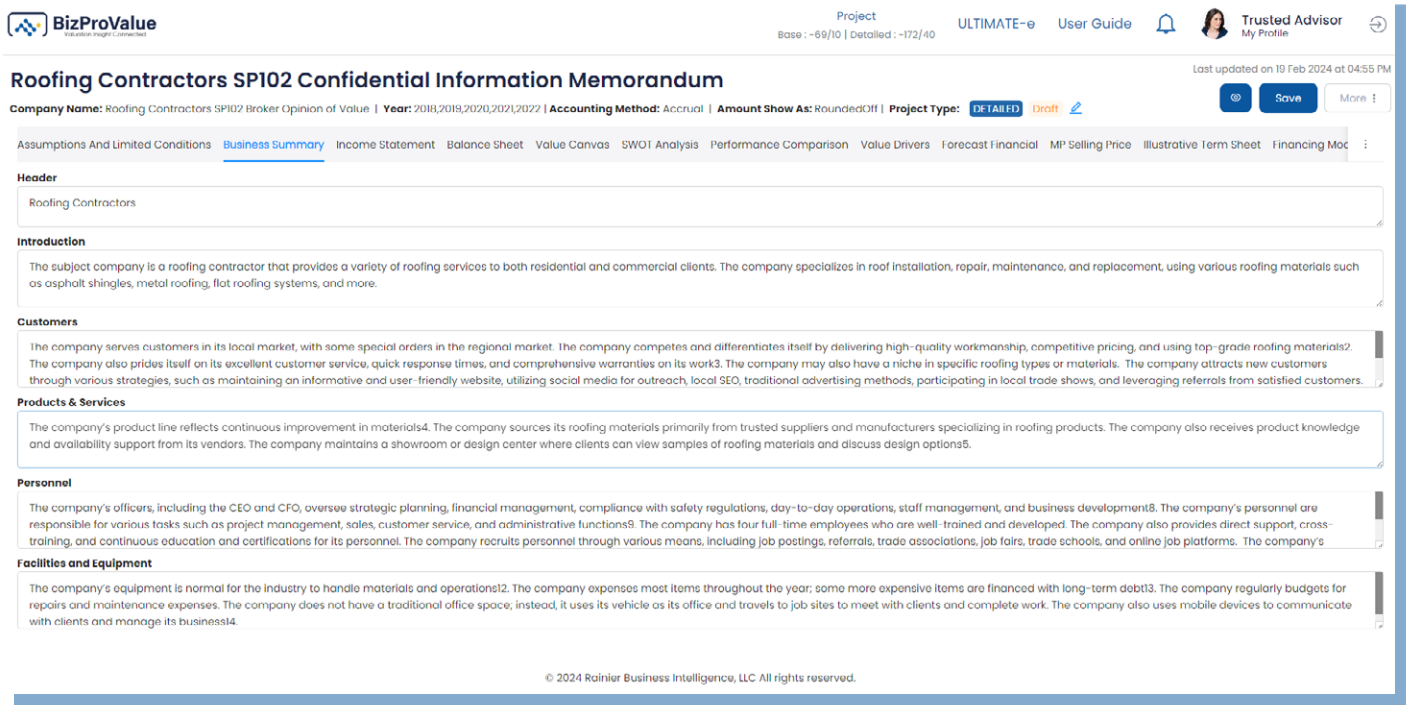

BizProValue
Project
Base : -80/10 | Detailed : -276/40
ULTIMATE-e
User Guide
Trusted Advisor
My Profile
Roofing Contractors SPOD2
Company Name: Roofing Contractors SPOD2 | Year: 2019,2020,2021,2022,2023 | Accounting Method: Accrual | Amount Show As: RoundedOff | Project Type: DETAILED Draft
Last updated on 02 Apr 2024 at 01:47 PM
Save
More
Assumptions And Limited Conditions
Business Summary
Income Statement
Balance Sheet
Value Canvas
GOAL Analysis
Performance Comparison
Value Drivers
Forecast Financial
MP Selling Price
Illustrative Term Sheet
Financing Model
Seller (Business & Real Estate) Proceeds
Header
Roofing Contractors
Great Achievements
Diverse Revenue Streams: The company has successfully diversified its revenue sources, as indicated by the detailed project types and the range of years covered. Financial Management: Effective management of accounts payable and securing commercial debt demonstrate strong financial stewardship. Operational Efficiency: The company operates efficiently, leveraging people, processes, and resources to create value for customers. Asset Utilization: The company's assets and capital are effectively generating revenue and earnings, contributing to its overall success.
Read More
Opportunities
Technology Integration: Implementing technology into day-to-day operations can significantly improve efficiency. For instance, ordering measurement reports instead of manual on-site measurements can save up to 40% more time and lead to better deals). Marketing Efforts: Consistent marketing is crucial. Regularly promote the business through various channels to attract new clients and retain existing ones. Consider digital marketing, social media campaigns, and local advertising. Upselling Services: While focusing on roofing, explore additional services related to exteriors. Consider offering...
Read More
GOAL
Analysis
Action Steps
Technology Integration: Implement Digital Tools: Explore project management software, CRM systems, and communication tools. These can streamline operations, improve collaboration, and enhance customer experience. Automate Processes: Automate routine tasks like invoicing, scheduling, and follow-ups. This frees up time for more critical activities. Marketing Efforts: Digital Marketing Campaigns: Website Optimization: Ensure the company website is user-friendly, mobile-responsive, and optimized for search engines. Social Media Presence: Create and maintain active profiles on platform...
Read More
Limiting Factors
Resource Constraints: Labor and Materials: Limited availability of skilled labor and rising material costs can hinder efficient project execution. Delays or suboptimal resource allocation may impact revenue. Financial Constraints: Insufficient capital for technology adoption, marketing campaigns, or system upgrades can limit growth opportunities. Market Competition: Competitive Landscape: Other roofing contractors may offer similar services. Standing out in a crowded market requires strategic differentiation and effective marketing. Pricing Pressure: Intense competition can lead to pricing pressure,...
Read More


BizProValue
Project
Base : -69/10 | Detailed : -172/40
ULTIMATE-e
User Guide
Trusted Advisor
My Profile
Roofing Contractors SP102 Confidential Information Memorandum
Company Name: Roofing Contractors SP102 Broker Opinion of Value | Year: 2018,2019,2020,2021,2022 | Accounting Method: Accrual | Amount Show As: RoundedOff | Project Type: DETAILED Draft
Last updated on 19 Feb 2024 at 04:55 PM
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Assumptions And Limited Conditions
Business Summary
Income Statement
Balance Sheet
Value Canvas
SWOT Analysis
Performance Comparison
Value Drivers
Forecast Financial
MP Selling Price
Illustrative Term Sheet
Financing Mod
Header
Roofing Contractors
Introduction
The subject company is a roofing contractor that provides a variety of roofing services to both residential and commercial clients. The company specializes in roof installation, repair, maintenance, and replacement, using various roofing materials such as asphalt shingles, metal roofing, flat roofing systems, and more.
Customers
The company serves customers in its local market, with some special orders in the regional market. The company competes and differentiates itself by delivering high-quality workmanship, competitive pricing, and using top-grade roofing materials2. The company also prides itself on its excellent customer service, quick response times, and comprehensive warranties on its work3. The company may also have a niche in specific roofing types or materials. The company attracts new customers through various strategies, such as maintaining an informative and user-friendly website, utilizing social media for outreach, local SEO, traditional advertising methods, participating in local trade shows, and leveraging referrals from satisfied customers.
Products & Services
The company's product line reflects continuous improvement in materials4. The company sources its roofing materials primarily from trusted suppliers and manufacturers specializing in roofing products. The company also receives product knowledge and availability support from its vendors. The company maintains a showroom or design center where clients can view samples of roofing materials and discuss design options5.
Personnel
The company's officers, including the CEO and CFO, oversee strategic planning, financial management, compliance with safety regulations, day-to-day operations, staff management, and business development8. The company's personnel are responsible for various tasks such as project management, sales, customer service, and administrative functions9. The company has four full-time employees who are well-trained and developed. The company also provides direct support, cross-training, and continuous education and certifications for its personnel. The company recruits personnel through various means, including job postings, referrals, trade associations, job fairs, trade schools, and online job platforms. The company's
Facilities and Equipment
The company's equipment is normal for the industry to handle materials and operations12. The company expenses most items throughout the year; some more expensive items are financed with long-term debt13. The company regularly budgets for repairs and maintenance expenses. The company does not have a traditional office space; instead, it uses its vehicle as its office and travels to job sites to meet with clients and complete work. The company also uses mobile devices to communicate with clients and manage its business14.
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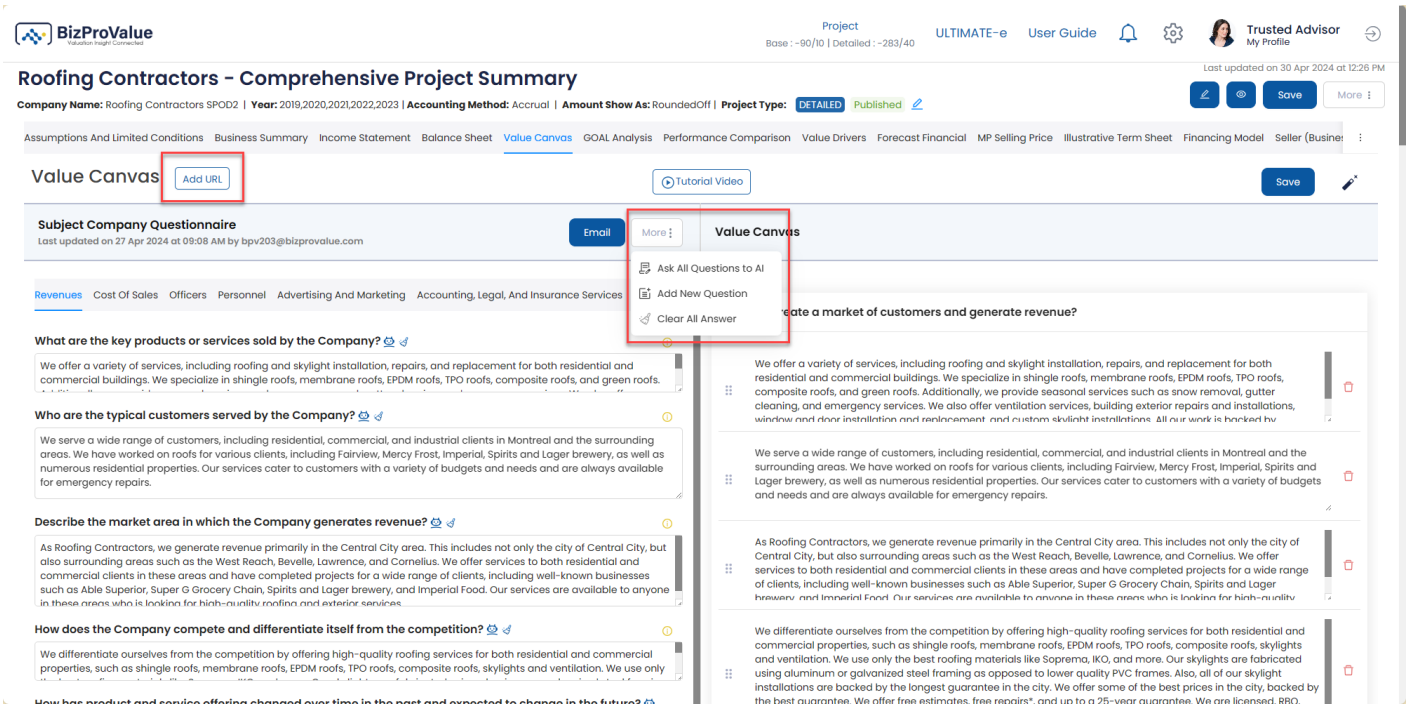
BizProWriter: POWERED BY AZURE OPENAI TECHNOLOGY

BizProWriter leverages advanced AI technology to gather and present comprehensive insights into small businesses. By analyzing the subject company's website, online sources, and the Seller Interview BizProWriter assists to write and rewrite narrative content.

- What are the key products or services sold by the Company?
- Who are the typical customers served by the Company?
- Describe the market area in which the Company generates revenue.
- How does the Company compete and differentiate itself from the competition?
- Describe the clients or client types that contribute to consistent revenue?
- How does the Company attract new customers?
- How does the Company retain and develop existing customers?
- What are the predominant trends or factors currently shaping the growth or contraction of your market?
- Which avenues for revenue growth will you prioritize in the upcoming year?
- What are the typical customer satisfaction scenarios that you want each of your clients to experience?

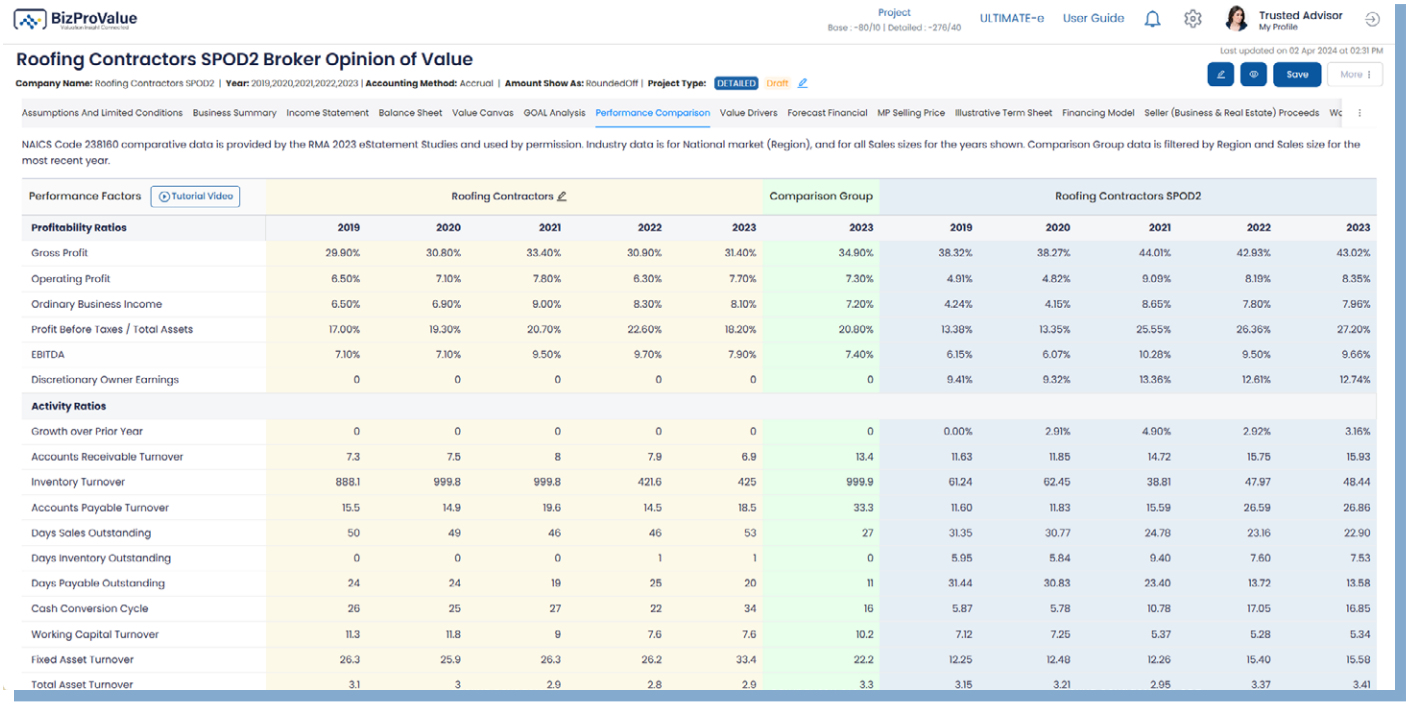


BizProVMS is available on a monthly subscription basis with a FREE 21-day Trial.

PERFORMANCE COMPARISON

Gain insights into company performance compared to industry benchmarks, supporting your judgment in value development.

The Performance Comparison Module within BizProVMS serves as a critical tool for assessing a company's performance relative to industry benchmarks and comparable entities. Leveraging data from the RMA eStatement Studies database1, users can conduct in-depth analyses based on more than 800 NAICS industry codes, allowing for a nuanced comparison of financial metrics over time. By benchmarking against industry standards and a selected Comparison Group, users gain valuable insights into the company's relative strengths and weaknesses, enabling informed decision-making.



BizProValue

Project
Base : -80/10 | Detailed : -276/40

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Roofing Contractors SPOD2 Broker Opinion of Value

Last updated on 02 Apr 2024 at 02:31 PM

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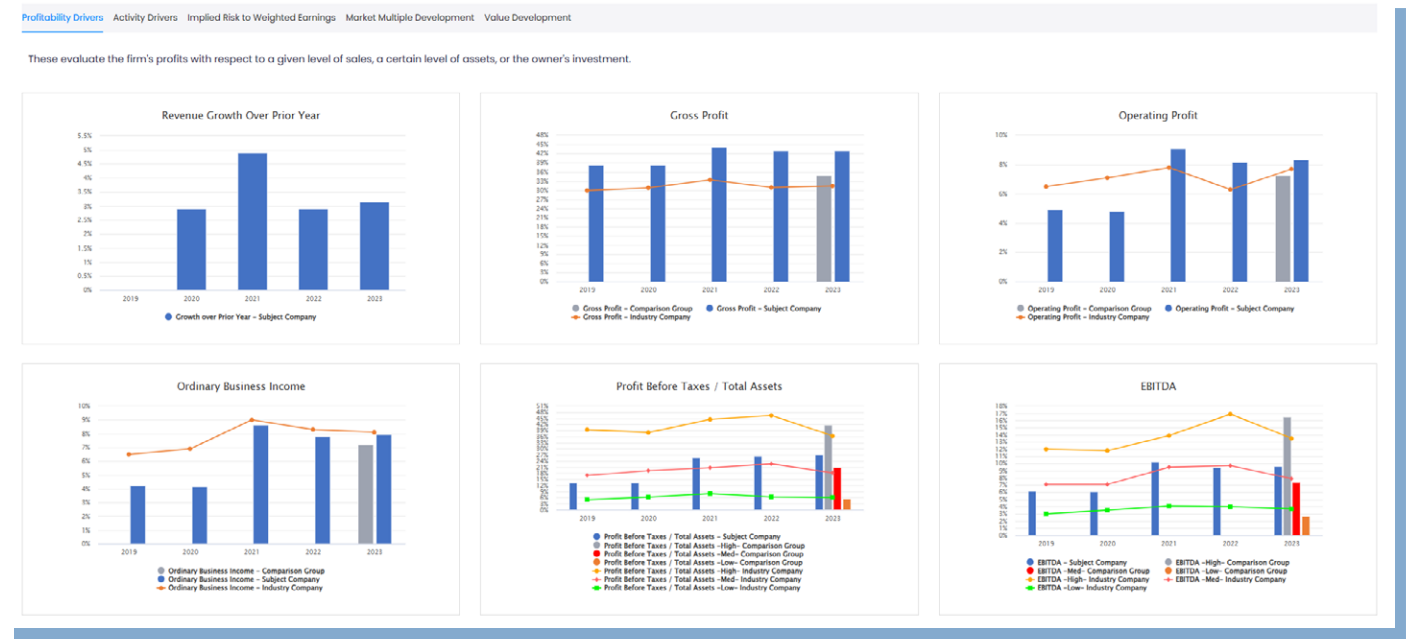
Company Name: Roofing Contractors SPOD2 | **Year:** 2019,2020,2021,2022,2023 | **Accounting Method:** Accrual | **Amount Show As:** RoundedOff | **Project Type:** DETAILED Draft

Assumptions And Limited Conditions | Business Summary | Income Statement | Balance Sheet | Value Canvas | GOAL Analysis | Performance Comparison | Value Drivers | Forecast Financial | MP Selling Price | Illustrative Term Sheet | Financing Model | Seller (Business & Real Estate) Proceeds | Wo

NAICS Code 238160 comparative data is provided by the RMA 2023 eStatement Studies and used by permission. Industry data is for National market (Region), and for all Sales sizes for the years shown. Comparison Group data is filtered by Region and Sales size for the most recent year.

Performance Factors (Tutorial Video)	Roofing Contractors					Comparison Group	Roofing Contractors SPOD2				
Profitability Ratios	**2019**	**2020**	**2021**	**2022**	**2023**	**2023**	**2019**	**2020**	**2021**	**2022**	**2023**
Gross Profit	29.90%	30.80%	33.40%	30.90%	31.40%	34.90%	38.32%	38.27%	44.01%	42.93%	43.02%
Operating Profit	6.50%	7.10%	7.80%	6.30%	7.70%	7.30%	4.91%	4.82%	9.09%	8.19%	8.35%
Ordinary Business Income	6.50%	6.90%	9.00%	8.30%	8.10%	7.20%	4.24%	4.15%	8.65%	7.80%	7.96%
Profit Before Taxes / Total Assets	17.00%	19.30%	20.70%	22.60%	18.20%	20.80%	13.38%	13.35%	25.55%	26.36%	27.20%
EBITDA	7.10%	7.10%	9.50%	9.70%	7.90%	7.40%	6.15%	6.07%	10.28%	9.50%	9.66%
Discretionary Owner Earnings	0	0	0	0	0	0	9.41%	9.32%	13.36%	12.61%	12.74%
Activity Ratios											
Growth over Prior Year	0	0	0	0	0	0	0.00%	2.91%	4.90%	2.92%	3.16%
Accounts Receivable Turnover	7.3	7.5	8	7.9	6.9	13.4	11.63	11.85	14.72	15.75	15.93
Inventory Turnover	888.1	999.8	999.8	421.6	425	999.9	61.24	62.45	38.81	47.97	48.44
Accounts Payable Turnover	15.5	14.9	19.6	14.5	18.5	33.3	11.60	11.83	15.59	26.59	26.86
Days Sales Outstanding	50	49	46	46	53	27	31.35	30.77	24.78	23.16	22.90
Days Inventory Outstanding	0	0	0	1	1	0	5.95	5.84	9.40	7.60	7.53
Days Payable Outstanding	24	24	19	25	20	11	31.44	30.83	23.40	13.72	13.58
Cash Conversion Cycle	26	25	27	22	34	16	5.87	5.78	10.78	17.05	16.85
Working Capital Turnover	11.3	11.8	9	7.6	7.6	10.2	7.12	7.25	5.37	5.28	5.34
Fixed Asset Turnover	26.3	25.9	26.3	26.2	33.4	22.2	12.25	12.48	12.26	15.40	15.58
Total Asset Turnover	3.1	3	2.9	2.8	2.9	3.3	3.15	3.21	2.95	3.37	3.41



Profitability Drivers | Activity Drivers | Implied Risk to Weighted Earnings | Market Multiple Development | Value Development

These evaluate the firm's profits with respect to a given level of sales, a certain level of assets, or the owner's investment.

Revenue Growth Over Prior Year

Gross Profit

Operating Profit

Ordinary Business Income

Profit Before Taxes / Total Assets

EBITDA

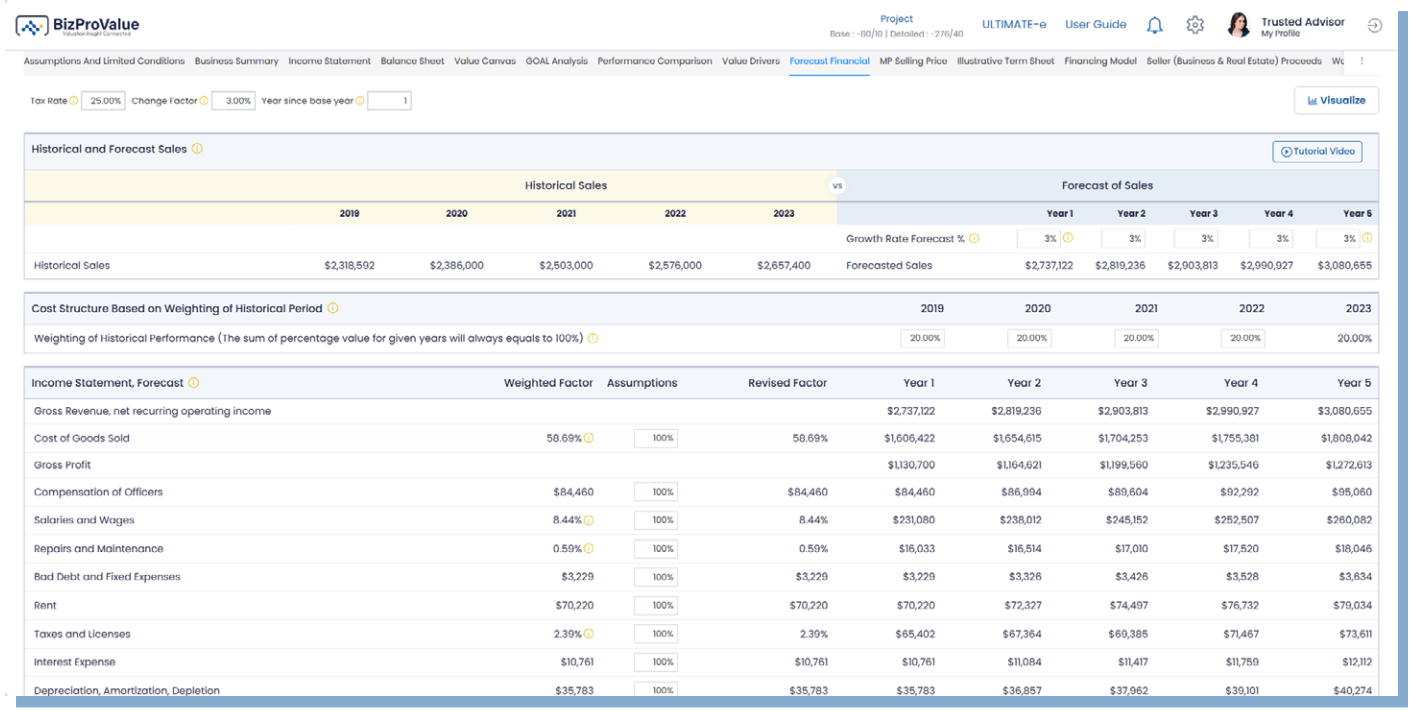
STEP 2

Development of Value

FORECAST FINANCIAL

Dive into forecasted financial performance to inform value development and decision-making.

The Forecast Financial Module within BizProVMS empowers users to project the future performance of a business with precision and insight. This module serves as a cornerstone for valuation, enabling users to develop forecasts based on historical data, market trends, and industry dynamics. By inputting growth rates and adjusting cost structures, users can model various scenarios to connect performance, risk, and value. The module provides a structured framework for forecasting sales, expenses, and cash flows over a defined period, typically spanning five years. Through detailed analysis and informed assumptions, users can generate income statements that reflect a sustainable and normalized view of the company's performance post-acquisition. The forecasts generated by this module serve as a vital component in estimating future cash flows, determining valuation multiples, and informing strategic decision-making throughout the deal management process within BizProVMS.



MULTIPLES AND PERFORMANCE RATING

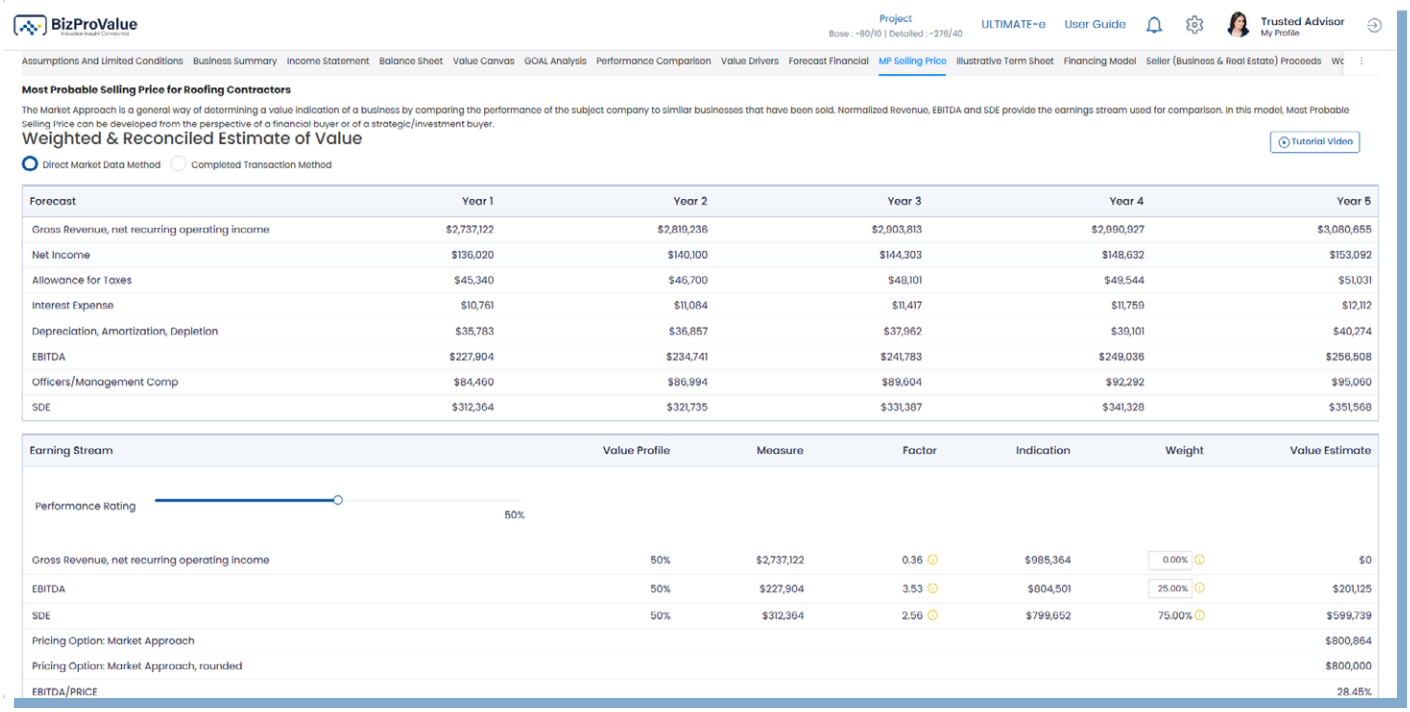
Utilize market multiples and performance ratings to refine your valuation process effectively.

BizProVMS integrates a comprehensive database that provides reliable information on comparable transactions and valuations for small businesses. The database, which has been compiled by PeerComps[1] from hundreds of national, regional, and local SBA lenders since 1999, and is used by permission, includes over 14,000 SBA transactions and is filtered and cross-checked for inconsistencies by industry specialists, resulting in consistent transaction reports.

MOST PROBABLE SELLING PRICE

Understand how BizProVMS calculates the Most Probable Selling Price through comprehensive market analysis.

By analyzing normalized revenue, EBITDA, and SDE, users can derive relevant market multiples tailored to their specific industry and comparison group. The Performance Rating feature further enhances valuation accuracy by allowing users to scale the placement of the subject company within the determined range based on their judgment of risk and performance. Ultimately, the Most Probable Selling Price synthesizes these insights into a definitive valuation estimate, reflecting the total consideration most likely to be established between a buyer and seller. By combining quantitative analysis with qualitative judgment, users can derive a nuanced understanding of the business's value proposition, supporting informed decision-making and strategic negotiations within BizProVMS.



1 PeerComps are used by permission from GCF Valuation © 2024

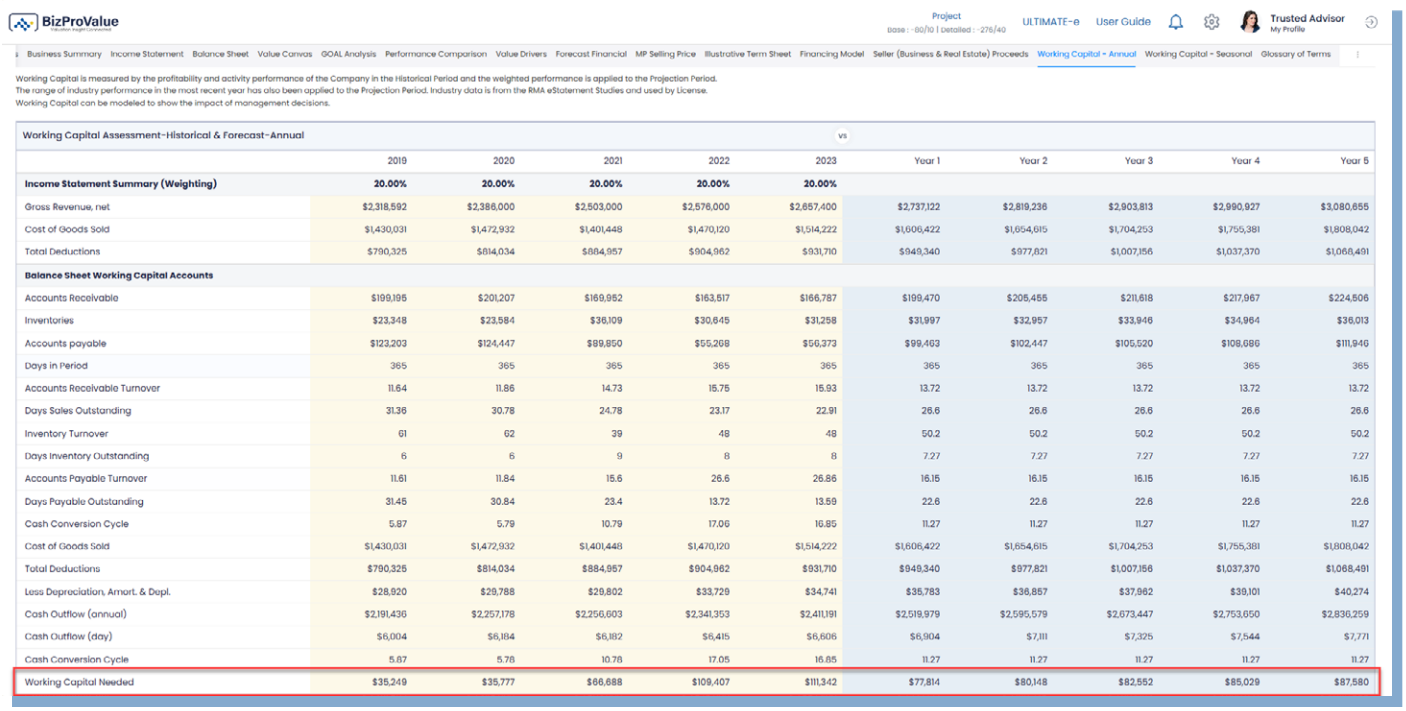
STEP 3

Structure of the Deal

OPERATING WORKING CAPITAL ASSESSMENT

Evaluate the company's operational efficiency and working capital requirements.

The Deal Structure component within *BizProVMS* encompasses critical elements such as the Working Capital Assessment and the Illustrative Term Sheet, providing users with comprehensive tools to facilitate smooth deal negotiations and structuring. The Working Capital Assessment enables users to evaluate the company's operational efficiency and determine its working capital requirements, crucial for understanding the financial health and liquidity position of the business. By analyzing historical performance and projected cash flows, users can assess the adequacy of working capital to support ongoing operations and potential growth initiatives.



Working Capital Assessment-Historical & Forecast-Annual

	2019	2020	2021	2022	2023	Year 1	Year 2	Year 3	Year 4	Year 5
Income Statement Summary (Weighting)	**20.00%**	**20.00%**	**20.00%**	**20.00%**	**20.00%**					
Gross Revenue, net	$2,318,592	$2,386,000	$2,503,000	$2,576,000	$2,657,400	$2,737,122	$2,819,236	$2,903,813	$2,990,927	$3,080,655
Cost of Goods Sold	$1,430,031	$1,472,932	$1,401,448	$1,470,120	$1,514,222	$1,606,422	$1,654,615	$1,704,253	$1,755,381	$1,808,042
Total Deductions	$790,325	$814,034	$884,957	$904,962	$931,710	$948,340	$977,821	$1,007,156	$1,037,370	$1,068,491
Balance Sheet Working Capital Accounts										
Accounts Receivable	$199,195	$201,207	$169,952	$163,517	$166,787	$199,470	$205,455	$211,618	$217,967	$224,506
Inventories	$23,348	$23,584	$36,109	$30,645	$31,258	$31,997	$32,957	$33,946	$34,964	$36,013
Accounts payable	$123,203	$124,447	$89,850	$55,268	$56,373	$99,463	$102,447	$105,520	$108,686	$111,946
Days in Period	365	365	365	365	365	365	365	365	365	365
Accounts Receivable Turnover	11.64	11.86	14.73	15.75	15.93	13.72	13.72	13.72	13.72	13.72
Days Sales Outstanding	31.36	30.78	24.78	23.17	22.91	26.6	26.6	26.6	26.6	26.6
Inventory Turnover	61	62	39	48	48	50.2	50.2	50.2	50.2	50.2
Days Inventory Outstanding	6	6	9	8	8	7.27	7.27	7.27	7.27	7.27
Accounts Payable Turnover	11.61	11.84	15.6	26.6	26.86	16.15	16.15	16.15	16.15	16.15
Days Payable Outstanding	31.45	30.84	23.4	13.72	13.59	22.6	22.6	22.6	22.6	22.6
Cash Conversion Cycle	5.87	5.79	10.79	17.06	16.85	11.27	11.27	11.27	11.27	11.27
Cost of Goods Sold	$1,430,031	$1,472,932	$1,401,448	$1,470,120	$1,514,222	$1,606,422	$1,654,615	$1,704,253	$1,755,381	$1,808,042
Total Deductions	$790,325	$814,034	$884,957	$904,962	$931,710	$948,340	$977,821	$1,007,156	$1,037,370	$1,068,491
Less Depreciation, Amort. & Depl.	$28,920	$29,788	$29,802	$33,729	$34,741	$35,783	$36,857	$37,962	$39,101	$40,274
Cash Outflow (annual)	$2,191,436	$2,257,178	$2,256,603	$2,341,353	$2,411,191	$2,519,979	$2,595,579	$2,673,447	$2,753,650	$2,836,259
Cash Outflow (day)	$6,004	$6,184	$6,182	$6,415	$6,606	$6,904	$7,111	$7,325	$7,544	$7,771
Cash Conversion Cycle	5.87	5.78	10.78	17.05	16.85	11.27	11.27	11.27	11.27	11.27
Working Capital Needed	$35,249	$35,777	$66,688	$109,407	$111,342	$77,814	$80,148	$82,552	$85,029	$87,580

WORKING CAPITAL ASSESSMENT – EXCESS INVENTORY

Excess inventory can have a substantial impact on the valuation of a small business when using the Market Approach. Analysts must carefully assess how the value of inventory factored into the price based on earnings aligns with the value of inventory that surpasses a benchmark level.

The PeerComps Market Multiples included in the integrated dataset presume the price encompasses the fixed assets and inventory required to produce normalized earnings. Fixed assets such as equipment acquired at the end of historical periods and included in the transaction are typically considered as additions to the developed value. Similarly, inventory included in the transaction that exceeds a normal level may also be considered as an addition to the developed value.

The RMA eStatement Studies offer data for comparison by providing inventory levels, measured by Inventory Turnover and Days Inventory Outstanding, for the average company in their dataset.

The BizProValue Management Solution presents an analysis to determine a normal inventory level where the subject company performs on par with the industry benchmark. Deviations from this standard may indicate excess or insufficient inventory, which could alter the developed price.

Excess Inventory (Working Capital) Assessment

	Subject Company					Industry Comparison Group
	2019	2020	2021	2022	2023	2023
Cost of Goods Sold	1,430,031	1,472,932	1,401,448	1,470,120	1,514,222	1,514,222
Inventories	23,348	23,584	36,109	30,645	31,258	0
Inventory Turnover	61	62	39	48	48	
Days in Period	365	365	365	365	365	365
Days Inventory Outstanding	6	6	9	8	8	0

Excess Inventory Worksheet	Calculated
Days Inventory Outstanding for Subject Company	8
- Days Inventory Outstanding for Industry Comparison Group	0
= Excess Days Inventory	8
Inventories for Subject Company	$31,258
/ Days Inventory Outstanding	8
= value of 1 Day Inventory Outstanding	3,907
x Excess Days Inventory	8
= Excess Inventory	31,258
+ Industry Modeled (e.g. Average)	0
= Subject Company, Actual	31,258

Given for the Subject Company that cost of goods sold at the most recent ending period is 1,514,222 , and inventory is 31,258 , and given the number of days in the year of 365 , the days of inventory outstanding is 8

Where the Industry days of inventory outstanding is 0 , and the Subject Company has 8 days of excess inventory and given one day of inventory for the Subject Company equates to 3,907 , then the Subject Company has 31,258 of excess inventory, rounded 31,000

WORKING CAPITAL ASSESSMENT – MODELING FOR MANAGEMENT CONTROL

Effective management control of Accounts Receivable Turnover, Inventory Turnover, and Accounts Payable Turnover directly influences the amount of working capital necessary for a small business's operations, impacting liquidity, financing costs, and overall financial health.

Management control of Accounts Receivable Turnover, Inventory Turnover, and Accounts Payable Turnover directly affects the amount of working capital needed for a small business's operations. By effectively managing these turnover ratios, such as by reducing the average time it takes to collect receivables, increasing inventory turnover, and optimizing payment terms with suppliers to extend accounts payable turnover, businesses can minimize the amount of capital tied up in working capital. This optimization enhances liquidity, reduces financing costs, and frees up capital for other investments or operational needs, ultimately contributing to improved financial health and sustainable growth for the business.

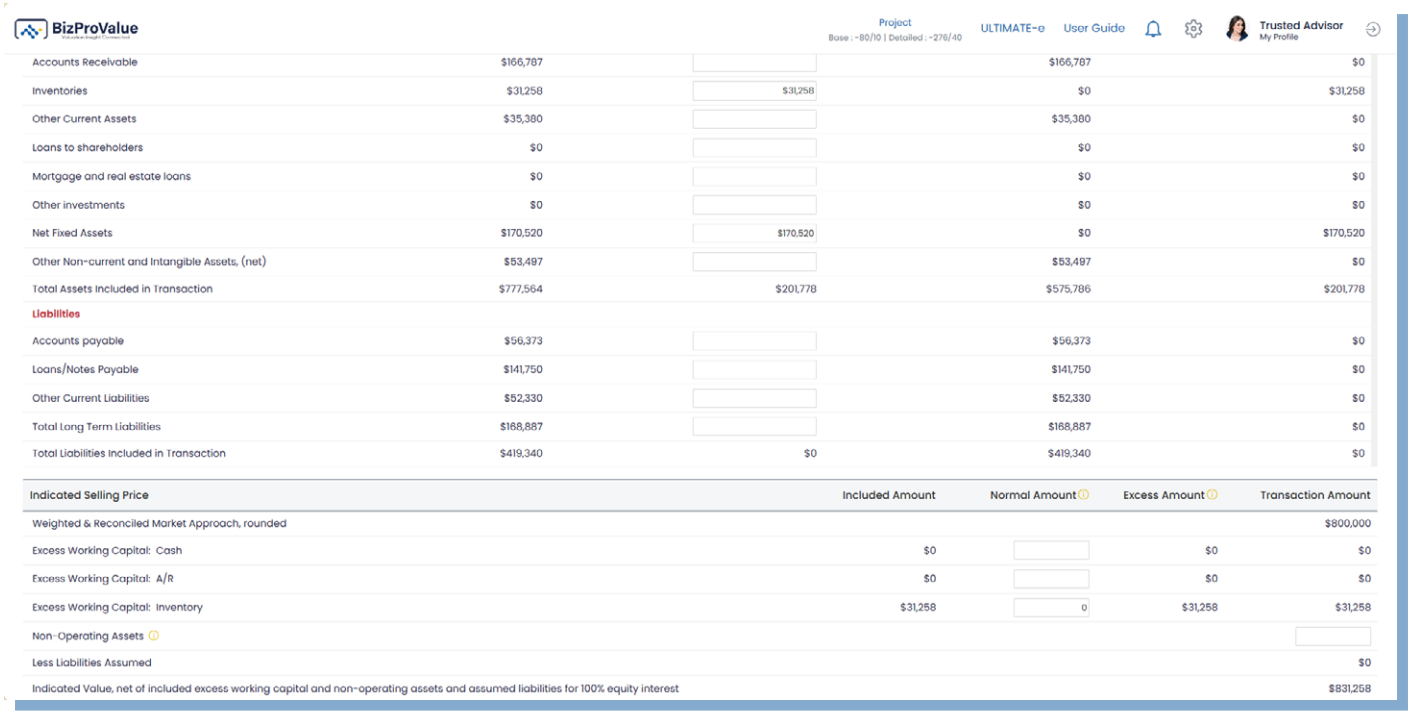
Working Capital Model

Income Statement Forecast Model	**Year 1**	**Year 2**	**Year 3**	**Year 4**	**Year 5**
Gross Revenue, net	$2,737,122	$2,819,236	$2,903,813	$2,990,927	$3,080,655
Cost of Goods Sold	$1,606,422	$1,654,615	$1,704,253	$1,755,381	$1,808,042
Total Deductions	$949,340	$977,821	$1,007,156	$1,037,370	$1,068,491
Balance Sheet Working Capital Accounts					
Accounts Receivable	$181,337	$186,777	$192,380	$198,152	$204,096
Inventories	$29,089	$29,961	$30,860	$31,786	$32,739
Accounts payable	$110,514	$113,830	$117,245	$120,762	$124,385
Accounts Receivable Turnover-Forecast Factor v Prior Year (adjust for modeling)	110% *	100% *	100% *	100% *	100% *
Accounts Receivable Turnover	15.09	15.09	15.09	15.09	15.09
Days Sales Outstanding	24.18	24.18	24.18	24.18	24.18
Inventory Turnover-Forecast Factor (adjust for modeling)	110% *	100% *	100% *	100% *	100% *
Inventory Turnover	55.23	55.23	55.23	55.23	55.23
Days Inventory Outstanding	6.61	6.61	6.61	6.61	6.61
Accounts Payable Turnover-Forecast Factor (adjust for modeling)	90% *	100% *	100% *	100% *	100% *
Accounts Payable Turnover	14.54	14.54	14.54	14.54	14.54
Days Payable Outstanding	25.11	25.11	25.11	25.11	25.11
Cash Conversion Cycle	5.68	5.68	5.68	5.68	5.68
Cost of Goods Sold	$1,606,422	$1,654,615	$1,704,253	$1,755,381	$1,808,042
Total Deductions	$949,340	$977,821	$1,007,156	$1,037,370	$1,068,491
Less Depreciation, Amort. & Depl.	$35,783	$36,857	$37,962	$39,101	$40,274
Cash Outflow (annual)	$2,519,979	$2,595,579	$2,673,447	$2,753,650	$2,836,259
Cash Outflow (day)	$6,904	$7,111	$7,325	$7,544	$7,771
Cash Conversion Cycle	5.68	5.68	5.68	5.68	5.68
Working Capital Total Projection Model	$39,219	$40,396	$41,608	$42,856	$44,141
Variance in Working Capital	$38,594	$39,752	$40,945	$42,173	$43,438

ILLUSTRATIVE TERM SHEET

Define deal structures, including asset inclusions and exclusions, to align with your selling objectives.

The Illustrative Term Sheet serves as a blueprint for defining the terms and conditions of the deal, including asset inclusions and exclusions, to align with strategic objectives. By delineating the assets to be transferred and the liabilities to be assumed, users can clarify the scope of the transaction and mitigate potential disputes during the negotiation process. Together, these elements of Deal Structure empower users to structure deals effectively, optimize financial outcomes, and mitigate risks, facilitating seamless transactions within BizProVMS.



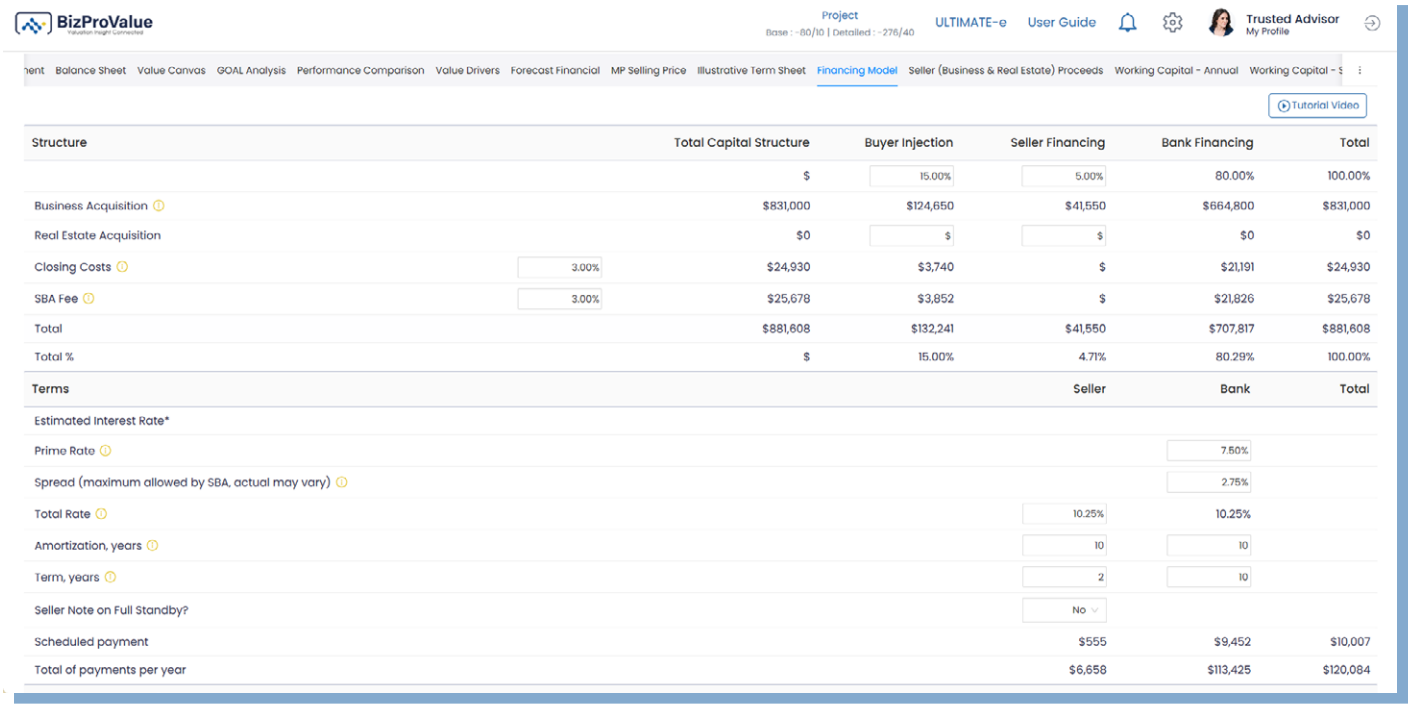
I love BizProVMS and everything that it has done for my office and agents. This has saved our office countless hours of work time. It has also helped us create a more professional and streamlined product for our clients.

BUSINESS BROKER ADVISOR

FINANCING MODEL

Model suitable financing methods to increase buyer accessibility and streamline the acquisition process.

The Financing Model and Seller Proceeds components within BizProVMS offer users invaluable insights into structuring deals and understanding financial implications. The Financing Model enables users to model suitable financing methods, enhancing accessibility for potential buyers and streamlining the acquisition process. By considering factors such as buyer injection, seller financing, closing costs, and SBA/ bank fees, users can tailor financing arrangements to align with their strategic objectives and enhance the attractiveness of the deal to prospective buyers.



Structure		Total Capital Structure	Buyer Injection	Seller Financing	Bank Financing	Total
		$	15.00%	5.00%	80.00%	100.00%
Business Acquisition		$831,000	$124,650	$41,550	$664,800	$831,000
Real Estate Acquisition		$0	$	$	$0	$0
Closing Costs	3.00%	$24,930	$3,740	$	$21,191	$24,930
SBA Fee	3.00%	$25,678	$3,852	$	$21,826	$25,678
Total		$881,608	$132,241	$41,550	$707,817	$881,608
Total %		$	15.00%	4.71%	80.29%	100.00%

Terms	Seller	Bank	Total
Estimated Interest Rate*			
Prime Rate		7.50%	
Spread (maximum allowed by SBA, actual may vary)		2.75%	
Total Rate	10.25%	10.25%	
Amortization, years	10	10	
Term, years	2	10	
Seller Note on Full Standby?	No		
Scheduled payment	$555	$9,452	$10,007
Total of payments per year	$6,658	$113,425	$120,084

Another huge advantage I find is that after I have figured out my Most Probable Selling Price, I can go to the financing model where I am able to look at this deal from a lender's perspective. I can see what kind of buyer injection would be required, if any seller financing would be needed, and then I can see my debt service ratio to know if I have met a lender's required threshold and if so, for how many years.

This is a great way for me to determine if I have set the price and deal structure correctly, and it allows me to possibly start planting the seed with my seller that seller financing could be needed. I send the report over to a couple of lenders I work with for their LOI.

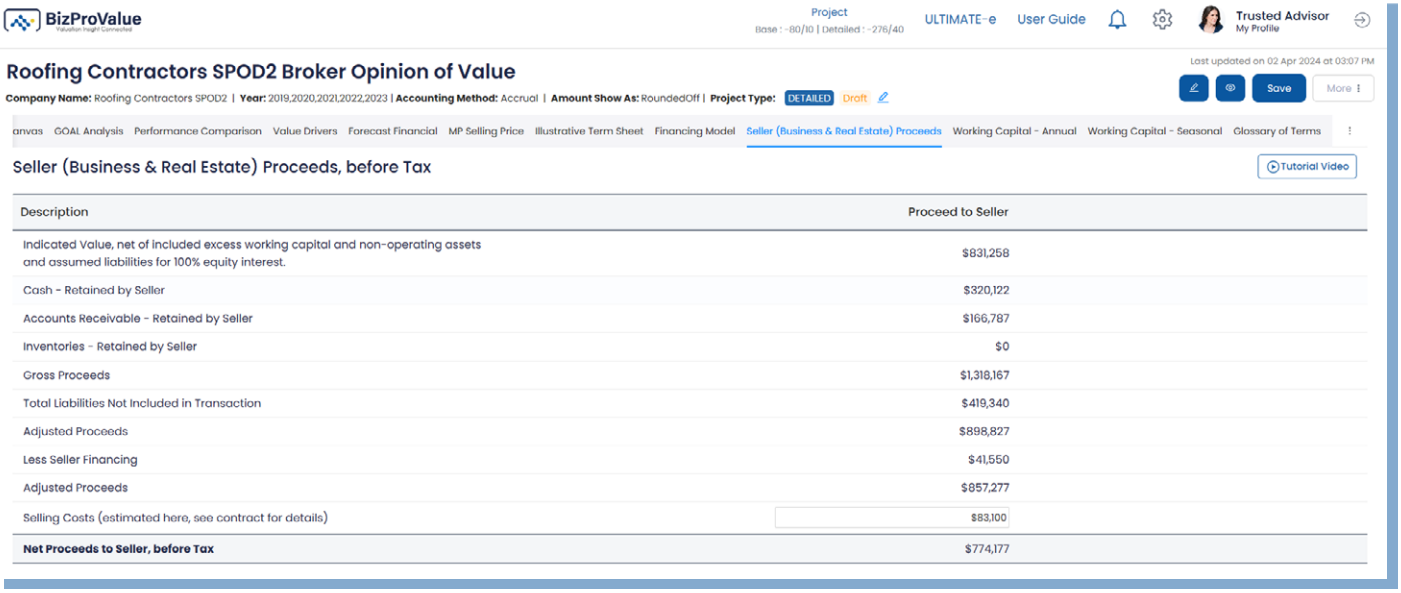
It's a wonderful thing when you are taking a deeper dive into your listing on the front end as you get a lot less problems on the back end. You have everything prepped for a smoother transition from offer to close. My lenders love going through it and provide me feedback and we just get a lot more deals done.

BUSINESS BROKER ADVISOR

SELLER (BUSINESS & REAL ESTATE) PROCEEDS

Understand the financial implications for sellers based on decisions made throughout the deal structuring process.

The Seller Proceeds feature provides users with a comprehensive understanding of the financial implications for sellers based on decisions made throughout the deal structuring process. By analyzing factors such as business and real estate proceeds, users can accurately assess the financial benefits of the transaction. Together, these elements empower users to make informed decisions, optimize financial outcomes, and navigate the complexities of deal structuring within BizProVMS.



Description	Proceed to Seller
Indicated Value, net of included excess working capital and non-operating assets and assumed liabilities for 100% equity interest.	$831,258
Cash - Retained by Seller	$320,122
Accounts Receivable - Retained by Seller	$166,787
Inventories - Retained by Seller	$0
Gross Proceeds	$1,318,167
Total Liabilities Not Included in Transaction	$419,340
Adjusted Proceeds	$898,827
Less Seller Financing	$41,550
Adjusted Proceeds	$857,277
Selling Costs (estimated here, see contract for details)	$83,100
Net Proceeds to Seller, before Tax	$774,177

> *As a financing broker, I appreciate the added value of diligence when a deal comes through with the BizProValue report. The ability to capture necessary year-over-year trends and have that information right at my fingertips, speeds up the process of deal qualifying. The cleanliness of the report is also one of the best I have seen in the market today.*

SENIOR DIRECTOR OF BUSINESS FINANCING

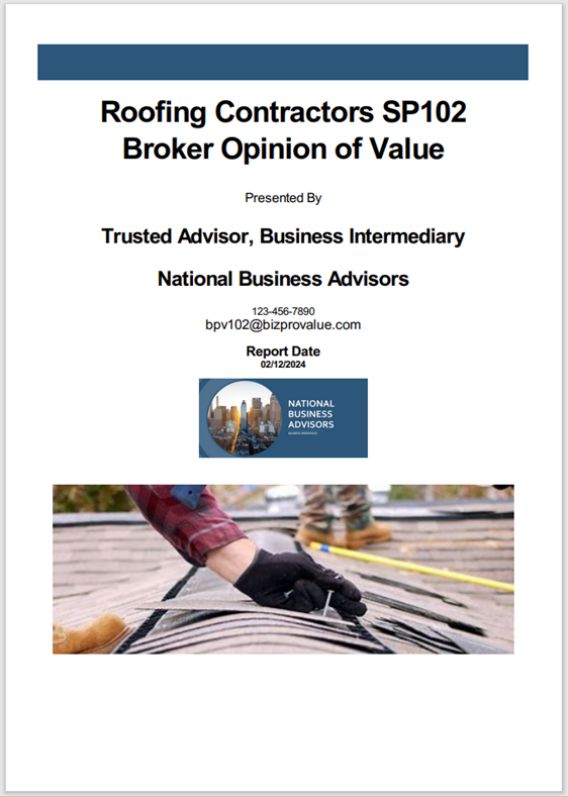
STEP 4

Publication of Reports

CUSTOMIZE YOUR PROFILE AND REPORT SETTINGS

Personalize your reports with branding specifications and tailored content.

The Publication of Reports feature within BizProVMS represents a pivotal step in the transaction process, facilitating the dissemination of critical information to stakeholders. By harnessing the concept of using data information in many ways, users can customize and publish reports based on selected content, ensuring relevance and clarity for each recipient. Whether generating a Broker Opinion of Value (BOV), a Confidential Information Memorandum (CIM), or other marketing reports, users can tailor the content to suit the preferences and requirements of buyers, lenders, or other parties involved in the transaction. Through a centralized platform, users can preview, customize, and publish reports with ease, while maintaining branding specifications and tracking version history for accountability. This functionality not only enhances efficiency but also ensures consistency and accuracy across all communication channels, ultimately facilitating informed decision-making and fostering trust among stakeholders within the BizProVMS ecosystem.


Roofing Contractors SP102
Broker Opinion of Value

Presented By

Trusted Advisor, Business Intermediary

National Business Advisors

123-456-7890
bpv102@bizprovalue.com

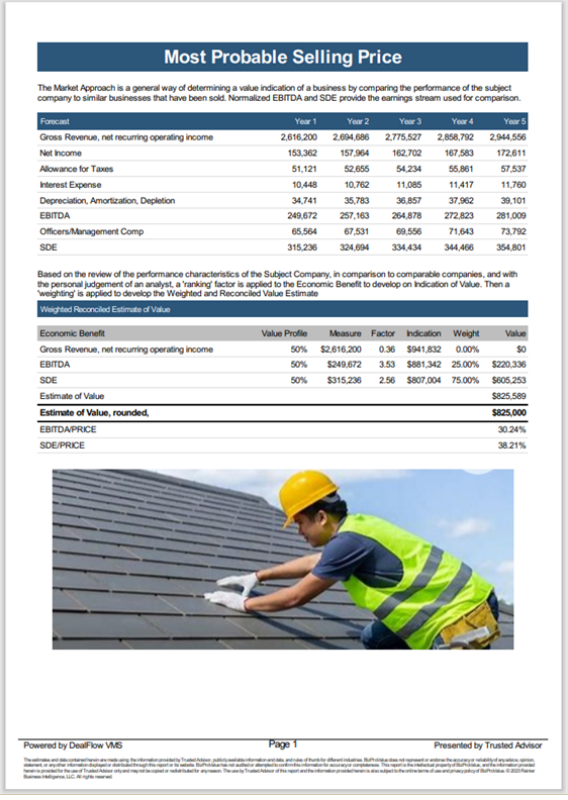
Report Date
02/12/2024

NATIONAL BUSINESS ADVISORS

COMMON REPORTS

Integrate data from a single source for common reports, including Broker Opinion of Value, and Confidential Information Memorandum.

Seamlessly create essential Marketing and Project Reports to communicate value and opportunity to stakeholders.


Most Probable Selling Price

The Market Approach is a general way of determining a value indication of a business by comparing the performance of the subject company to similar businesses that have been sold. Normalized EBITDA and SDE provide the earnings stream used for comparison.

Forecast	Year 1	Year 2	Year 3	Year 4	Year 5
Gross Revenue, net recurring operating income	2,616,200	2,694,686	2,775,527	2,858,792	2,944,556
Net Income	153,362	157,964	162,702	167,583	172,611
Allowance for Taxes	51,121	52,655	54,234	55,861	57,537
Interest Expense	10,448	10,762	11,085	11,417	11,760
Depreciation, Amortization, Depletion	34,741	35,783	36,857	37,962	39,101
EBITDA	249,672	257,163	264,878	272,823	281,009
Officers/Management Comp	65,564	67,531	69,556	71,643	73,792
SDE	315,236	324,694	334,434	344,466	354,801

Based on the review of the performance characteristics of the Subject Company, in comparison to comparable companies, and with the personal judgement of an analyst, a 'ranking' factor is applied to the Economic Benefit to develop an Indication of Value. Then a 'weighting' is applied to develop the Weighted and Reconciled Value Estimate

Weighted Reconciled Estimate of Value

Economic Benefit	Value Profile	Measure	Factor	Indication	Weight	Value
Gross Revenue, net recurring operating income	50%	$2,616,200	0.36	$941,832	0.00%	$0
EBITDA	50%	$249,672	3.53	$881,342	25.00%	$220,336
SDE	50%	$315,236	2.56	$807,004	75.00%	$605,253
Estimate of Value						$825,589
Estimate of Value, rounded,						**$825,000**
EBITDA/PRICE						30.24%
SDE/PRICE						38.21%

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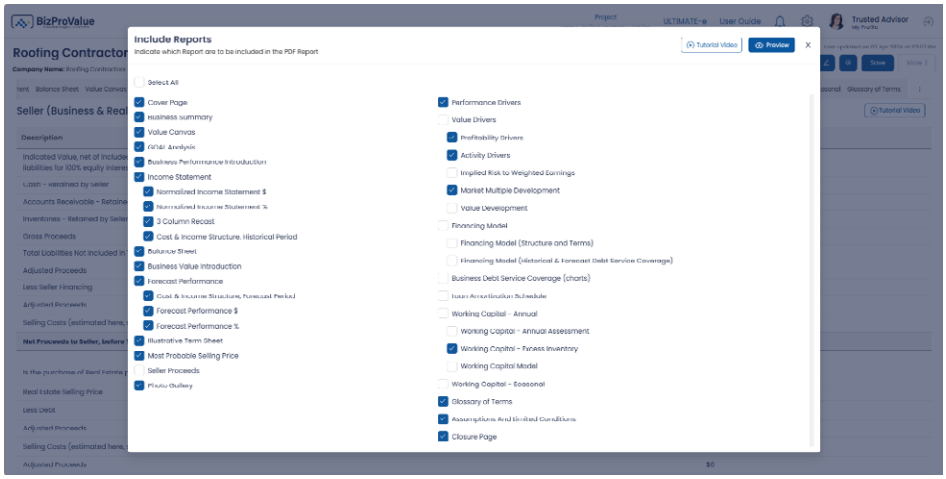
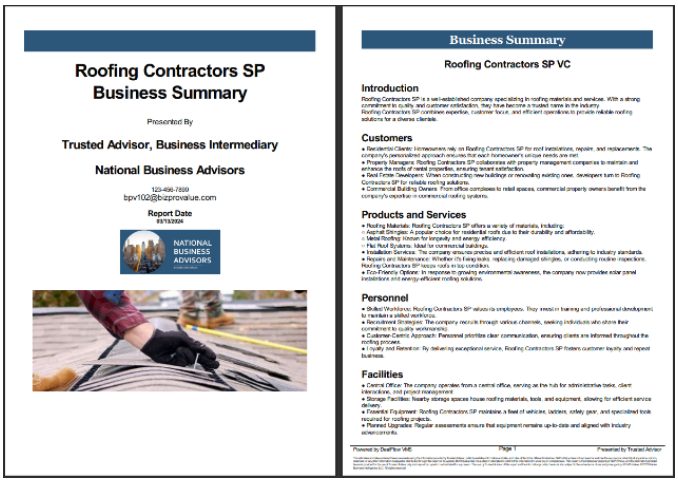
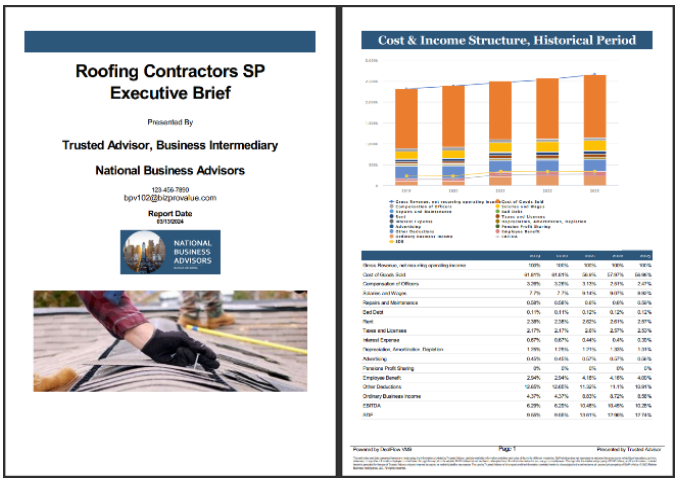
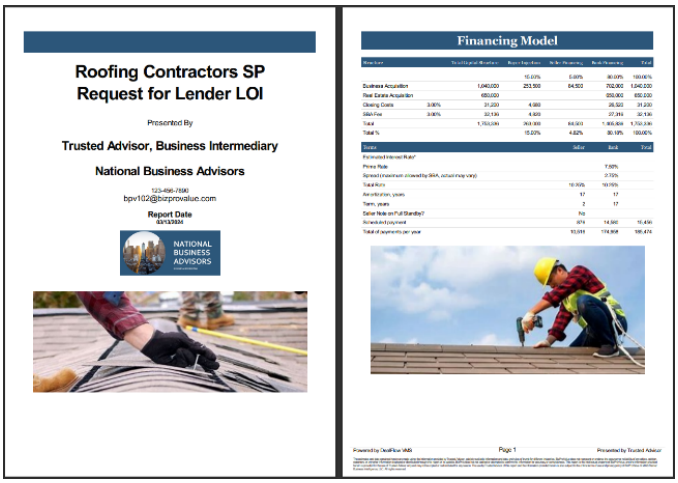
CUSTOM REPORTS

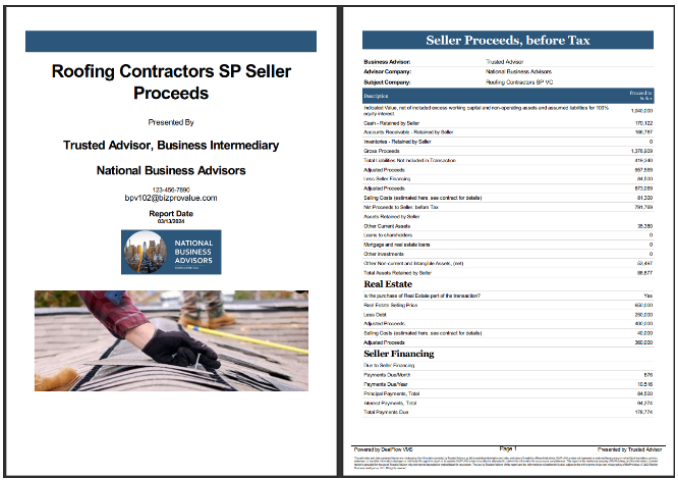
Select integrated content for your custom reports, like the Business Summary, Executive Brief, Request for Lender Letter of Interest, Seller Proceeds, and more. Create reports relevant for each reader at every stage of the selling cycle.





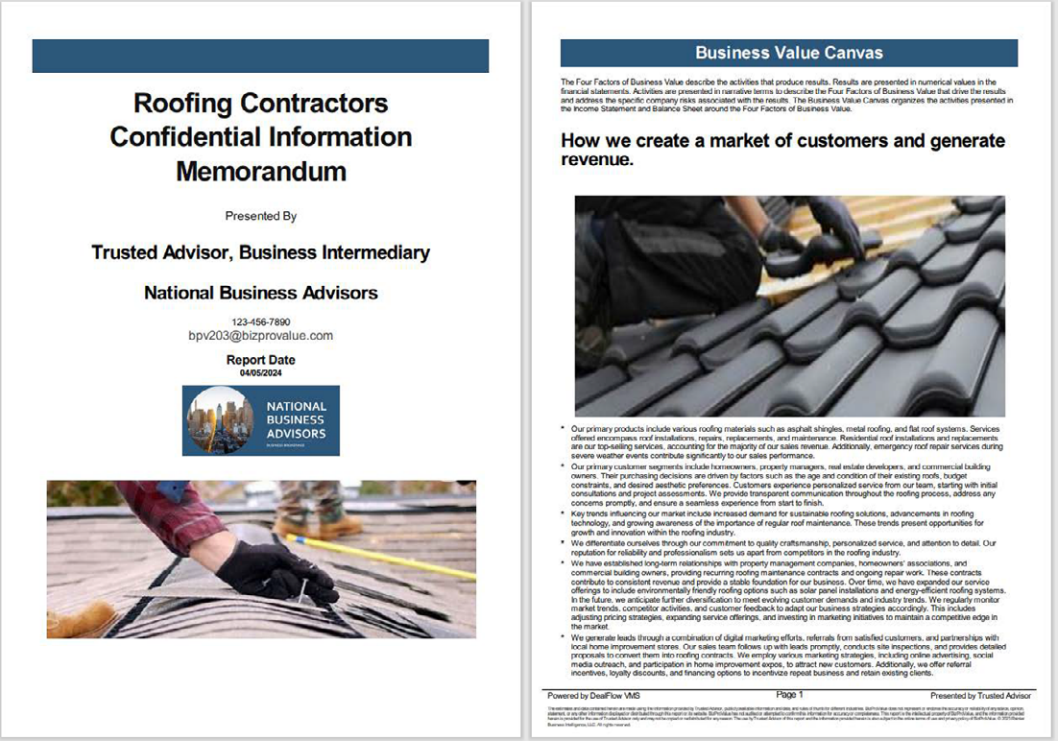






YOUR BRAND – YOUR REPORTS

Publish reports tailored to your **personal, business, and professional branding** specifications. Elevate your image and impress clients with polished, branded reports directly from your workspace.



Roofing Contractors
Confidential Information
Memorandum

Presented By

Trusted Advisor, Business Intermediary

National Business Advisors

123-456-7890
bpv203@bizprovalue.com

Report Date
04/05/2024

NATIONAL BUSINESS ADVISORS

Business Value Canvas

The Four Factors of Business Value describe the activities that produce results. Results are presented in numerical values in the financial statements. Activities are presented in narrative terms to describe the Four Factors of Business Value that drive the results and address the specific company risks associated with the results. The Business Value Canvas organizes the activities presented in the Income Statement and Balance Sheet around the Four Factors of Business Value.

How we create a market of customers and generate revenue.

- Our primary products include various roofing materials such as asphalt shingles, metal roofing, and flat roof systems. Services offered encompass roof installations, repairs, replacements, and maintenance. Residential roof installations and replacements are our top-selling services, accounting for the majority of our sales revenue. Additionally, emergency roof repair services during severe weather events contribute significantly to our sales performance.
- Our primary customer segments include homeowners, property managers, real estate developers, and commercial building owners. Their purchasing decisions are driven by factors such as the age and condition of their existing roofs, budget constraints, and desired aesthetic preferences. Customers experience personalized service from our team, starting with initial consultations and project assessments. We provide transparent communication throughout the roofing process, address any concerns promptly, and ensure a seamless experience from start to finish.
- Key trends influencing our market include increased demand for sustainable roofing solutions, advancements in roofing technology, and growing awareness of the importance of regular roof maintenance. These trends present opportunities for growth and innovation within the roofing industry.
- We differentiate ourselves through our commitment to quality craftsmanship, personalized service, and attention to detail. Our reputation for reliability and professionalism sets us apart from competitors in the roofing industry.
- We have established long-term relationships with property management companies, homeowners' associations, and commercial building owners, providing recurring roofing maintenance contracts and ongoing repair work. These contracts contribute to consistent revenue and provide a stable foundation for our business. Over time, we have expanded our service offerings to include environmentally friendly roofing options such as solar panel installations and energy-efficient roofing systems. In the future, we anticipate further diversification to meet evolving customer demands and industry trends. We regularly monitor market trends, competitor activities, and customer feedback to adapt our business strategies accordingly. This includes adjusting pricing strategies, expanding service offerings, and investing in marketing initiatives to maintain a competitive edge in the market.
- We generate leads through a combination of digital marketing efforts, referrals from satisfied customers, and partnerships with local home improvement stores. Our sales team follows up with leads promptly, conducts site inspections, and provides detailed proposals to convert them into roofing contracts. We employ various marketing strategies, including online advertising, social media outreach, and participation in home improvement expos, to attract new customers. Additionally, we offer referral incentives, loyalty discounts, and financing options to incentivize repeat business and retain existing clients.

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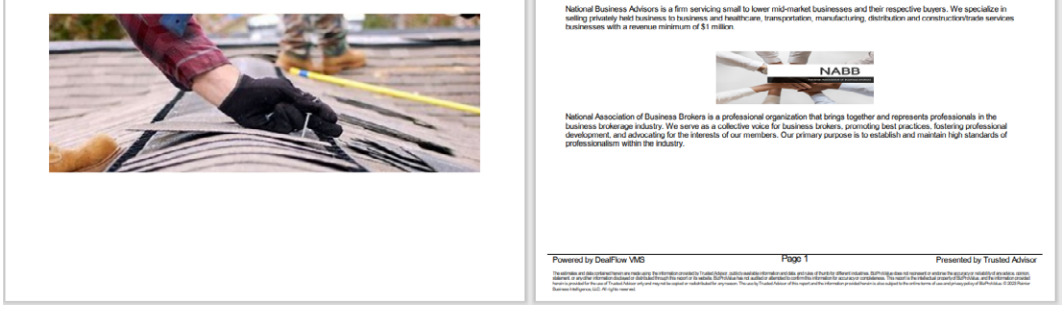

Roofing Contractors SP102
Business Introduction

Presented By

Trusted Advisor, Business Intermediary

National Business Advisors

123-456-7890
bpv102@bizprovalue.com

Report Date
02/12/2024

NATIONAL BUSINESS ADVISORS

For More Information Contact

Trusted Advisor, Business Intermediary
123-456-7890
bpv102@bizprovalue.com

Trusted Advisor has a keen eye for market trends and a knack for matching entrepreneurs with their ideal opportunities. She is a seasoned business broker dedicated to facilitating successful mergers and acquisitions. Leveraging a vast network and a deep understanding of valuation, clients are guided through the complex process of buying or selling businesses, ensuring optimal outcomes every time.

NATIONAL BUSINESS ADVISORS

National Business Advisors is a firm servicing small to lower mid-market businesses and their respective buyers. We specialize in selling privately held business to business and healthcare, transportation, manufacturing, distribution and construction/trade services businesses with a revenue minimum of $1 million

NABB

National Association of Business Brokers is a professional organization that brings together and represents professionals in the business brokerage industry. We serve as a collective voice for business brokers, promoting best practices, fostering professional development, and advocating for the interests of our members. Our primary purpose is to establish and maintain high standards of professionalism within the industry.

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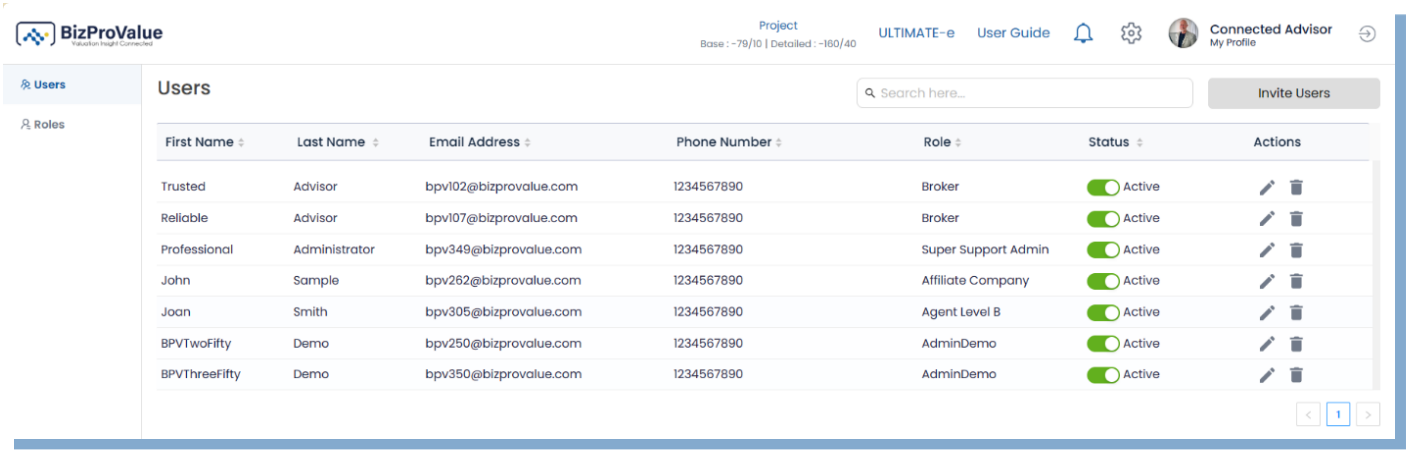
Develop Your Team with Assigned Users & Roles

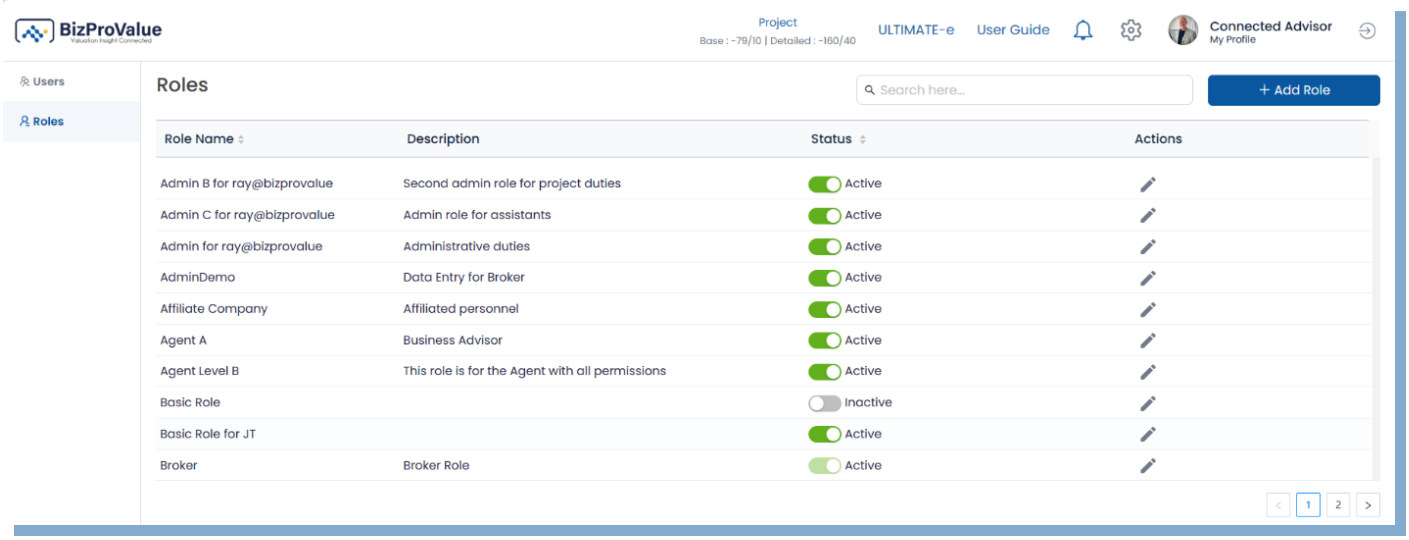
ASSIGNED USERS

Invite Assigned Users to build your Team with Ultimate Level Plans.



ROLES

Create Roles with varying permissions to optimize responsibilities and access.



Solutions at Every Level

BizProVMS is available on a monthly subscription basis at www.bizprovalue.com

FREE 21-Day Introduction			YES	
Features	**Core**	**Pro**	**Ultimate Individual**	**Ultimate Enterprise**
Assumptions & Limiting Conditions, Disclaimer	Yes	Yes	Yes	Yes
Income Statement (1-5 years, FYE, Forecast FYE - YTD, Trailing 12-Months)	Yes	Yes	Yes	Yes
3 Column Recast (Unadjusted, Adjustments, Normalized, Comments)		Yes	Yes	Yes
Balance Sheet (1-5 years)		Yes	Yes	Yes
Business Summary (Customers, Products/Services, Personnel, Facilities)		Yes	Yes	Yes
Value Canvas (Four Factors of Value)			Yes	Yes
GOAL Analysis			Yes	Yes
Performance Comparison (Profitability and Activity Ratio Analysis)			Yes	Yes
Value Drivers (Profitability and Activity Ratios, Weighted Risk)			Yes	Yes
Forecast Financial (Proforma Income Statement)	Yes	Yes	Yes	Yes
Most Probable Selling Price-Market Approach/Direct Market Data Method	Yes	Yes	Yes	Yes
Operating Working Capital (Annual, Modeled, Seasonal)			Yes	Yes
Illustrative Term Sheet (Assets, Liabilities, Excess Working Capital, Non-Operating Assets)		Yes	Yes	Yes
Financing Model (Bank, SBA, and Seller Structure, Debt Service)			Yes	Yes
Seller Proceeds (Real Estate Lease / Buy Option)			Yes	Yes
Operating Working Capital - Annual, Modeled, Seasonal			Yes	Yes
Glossary		Yes	Yes	Yes
Additional Features and Integrations	**Core**	**Pro**	**Ultimate Individual**	**Ultimate Enterprise**
Personal, Business, and Association Branding	Limited	Yes	Yes	Yes
PeerComps Direct Market Data, searchable by 2017 NAICS (2-digit Sector, 4-digit Group, 6-digit Industry)	Sector	Sector Group Industry	Sector Group Industry	Sector Group Industry
RMA eStatement Studies, searchable by 2022 (crosswalk to 2017) NAICS for Industry and Comparison Group Filtered by Industry, Region, and Revenue Size			Yes	Yes
TaxTract data automation from PDF Business Tax Returns			**Bonus Features Included**	
FinTract data automation from detailed financial statements				
Photo Insert and Gallery			Yes	Yes
Assigned Users (additional to Subscriber)			3	7
Create Roles for Module Access			Yes	Yes
eLink Seller Questionnaire			Yes	Yes
Base Projects per Month (with rollover)	10	10	10	10
Detail Projects per Month (with rollover)		10	20	40
Custom Reports and Publications	**Core**	**Pro**	**Ultimate Individual**	**Ultimate Enterprise**
Unlimited Report Versions and Updates (content selection is variable in all reports)	Yes	Yes	Yes	Yes
Broker Opinion of Value	Yes	Yes	Yes	Yes
Confidential Information Memorandum (CIM/CBR)			Yes	Yes
Executive Brief (Teaser Summary)			Yes	Yes
Working Capital Assessment			Yes	Yes
Seller Proceeds (Real Estate Lease / Buy Option)			Yes	Yes
Request for Lender Letter of Interest			Yes	Yes
Custom Report Content and Versions			Yes	Yes

BizProValue

Better Tools for Better Deals

www.bizprovalue.com
service@bizprovalue.com

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