



SALE-READY INDEX™

INTRODUCTION

The Pace Equity Sale-Ready Index™ is an invaluable planning tool for companies and shareholders to help them conduct a quick, easy and valuable preliminary assessment of the readiness of a company for sale.

This tool has been developed from the experience of M&A professionals within Pace Equity and is based on over 25 years of research and successful company sales in mid-market M&A transactions, not only in the UK, but also internationally.

The tool can help shareholders considering or preparing for a sale or issue of shares, to identify and address those areas of the business that need strengthening to improve and build value ahead of a sale.

Pace Equity Sale-Ready Index Part 1		Score
Company Name:		
Please score your company on a scale of 1-10 (where 10 is highest)		Score between 1-10
1	A clear and written business plan	0
2	Strong and reliable systems, especially financial systems and reporting	0
3	Skilled, capable and well trained staff	0
4	Knowing exactly how and where the business makes money	0
5	Well-spread customer base, with no customer > 15% of revenues or profit	0
6	Company-wide understanding of value drivers, USPs and key KPIs	0
7	Clear understanding of strengths and weaknesses	0
8	Clear differentiation from competitors	0
9	Good customer accolades and recommendations	0
10	Tight cost control	0
Sale-Ready Score		Sum of above
Sale Ready Index Part 1		=(Average/10)

The Pace methodology has stood the test of time and our statistics demonstrate that our valuations achieve excellent correlation with actual values achieved at the time of the sale or purchase.

DATA GATHERING

Pace Equity takes meticulous care in gathering data prior to a valuation, both from the company itself and from market sources. The process typically takes half a day internally with a senior Director, External data can take a number of days for research and market assessment, competitor analysis, customer assessment, market positioning, etc.

SALE-READY REPORT

The valuation culminates in a full written valuation report and presentation by Pace Equity. Valuation fees are based on the size and complexity of the company.

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