

What Is the Core Value of Your Business?

Here at WelchGroup Consulting, we understand that a company's value is not only based on its financial performance but on its transferable operational capabilities. In other words, can your business thrive without you? With Executive Fast Start, a standards-based business software and methodology, we can help you.

CoreValue Enterprise Value Report

- Measure current enterprise value based on an assessment of company performance in 18 value driver categories, financial performance (12 month revenue and EBITDA), and industry-based normalized trading ranges
- Compare your performance against industry standards
- Quantify the dollar value of fixing problems



START THINKING AHEAD

build your business to last decades
but be prepared to sell tomorrow

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CoreValue Business Asset Report

- Calculate the percentage of potential value you can capture today (Business Asset Rating Score) based on an assessment of your business in 18 driver categories
- Determine individual driver scores and identify which drivers are in the 'green', 'yellow' and 'red' zones so you can prioritize and focus your efforts to improve your enterprise value

Operational Drivers:

- Company Personality
- Sales and Marketing
- Financial
- Operations
- Customer Satisfaction
- Senior Management
- Human Resources
- Legal
- Innovation

Market Drivers:

- Growth
- Recurring Revenue
- Dominant Market Share
- Barriers to Entry
- Product Differentiation
- Brand
- Large Potential Market
- Margin Advantage
- Customer Diversification

