



BizProValue
Better Tools. Better Deals.



Introduction 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.

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[FREE 21-DAY TRIAL](#)

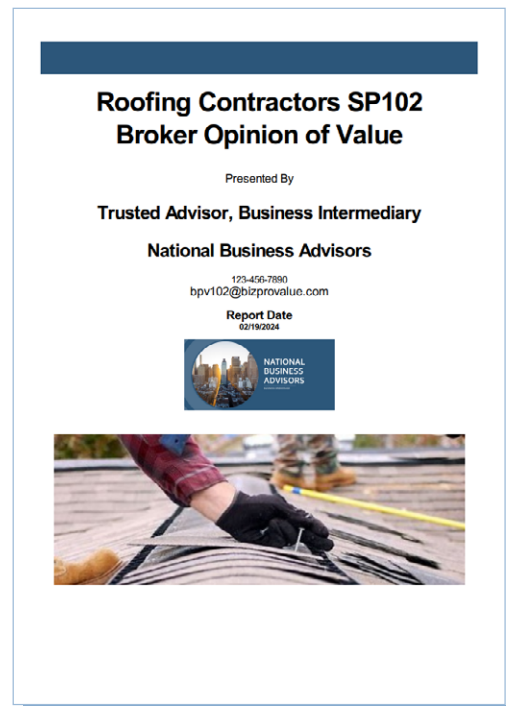
BizProValue Management Solution transforms the way Business Brokers and Advisors gather and analyze data, form valuations, structure deals, and generate critical documents including the Broker Opinion of Value and other integrated marketing reports.

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.



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 into small businesses.
- Streamline deal management from analysis to publication.
- Generate professional reports tailored to your branding specifications.
- Access comprehensive financial analysis tools and industry benchmarks from PeerComps¹ and RMA eStatement Studies².
- 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

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.

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 BizProWriter 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.



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	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	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		



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