

How we helped a Startup get double the valuation for their business?

CLIENT: Online Real Estate

OUR ROLE: Help the client through their funding and assess their valuation.

CHALLENGE:

We were approached by the client to consult at a crucial junction of funding process, failure to which would cause a dilution. After processing the current scenario, we set up a team to study their readiness and fix any loopholes that could hamper their prospects.

APPROACH:

In view of the client's long term goals, IBS devised a comprehensive strategy that included due diligence, valuations, deal structuring and negotiation. After our internal assessments, we set up internal controls, processes and worked on the compliances to ensure higher valuation of the business along with other financial and market parameters.

We even participated in the negotiations with the investors and helped the client to get the best business valuation for their company.

IMPACT:

Our team of experts were able to deliver double of what they expected. Further on, we worked on structuring & executing the entire deal including legal agreements.