

Case Study- Corporate Growth

Defense/Aerospace Contractor

2013

- growth[period] was approached by an aviation services provider to grow its federal practice:
 - The company was at \$20M in revenue
 - Their goal was to reach \$250M in revenue in five years' time
 - At the \$250M mark, the leadership wanted to sell for a multiple of 10X
- growth[period] was hired and identified:
 - 17 "key" growth opportunities for the company to target over 4 years
 - 4 capabilities to build out at specific milestones for reinvestment
 - 5 market segments to enter upon hitting revenue targets to include bolt-on acquisitions (growth[period] identified 6 potential strategic targets)

2018

- The company currently has revenue of \$300M
- With growth[period]'s assistance the company:
 - Built out all four capabilities,
 - Won 9/12 of the "key" growth opportunities they bid,
 - Successfully executed 2/2 of the 6 target bolt-on acquisitions
- The company has been approached by potential acquirers offering 10-15.3x and is in the process of selling

Revenue Growth Plan

