

## 2013

growth[period] was retained by a defense and aviation services provider to grow its federal practices. When the project started, the company was at \$20 million in revenue.

### The Challenge:

The company's goal was to reach \$250 million in revenue in five years' time. At the \$250 million mark, the leadership wanted to sell for a multiple of at least 10X.

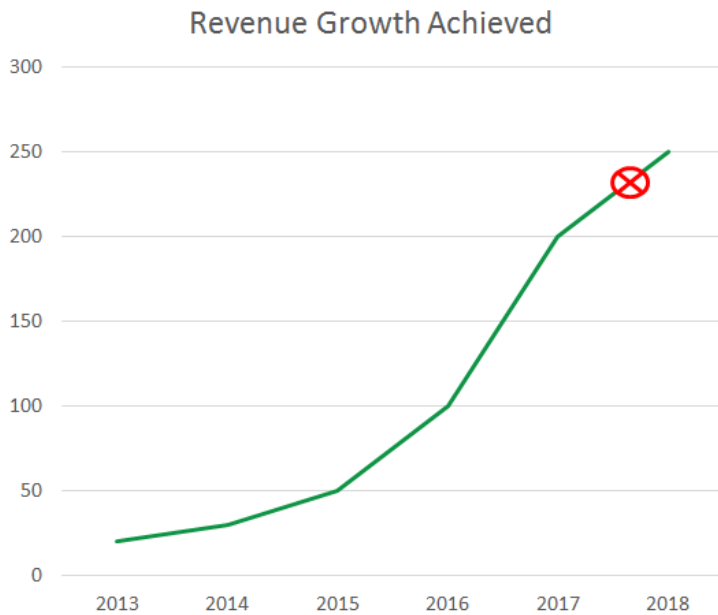
### growth[period] Provided:

The growth[period] approach emphasizes a blend of extensive experience with smart strategy to develop intelligent road maps that lead to new opportunities and new customers. growth[period] final deliverables included:

- "A" and "B" targets to pursue in a vetted funnel
- Related contact plans and attendant execution
- Three new market segments and executed entry
- Bolt-on acquisition targets that integrated successfully

## 2017

By working with growth[period], the company's revenue has reached about \$240 million and the company is in the early stages of the process of being sold for 10.7-14.3X multiple.



### Strategy

growth[period] works in conjunction with company leadership to prepare and execute an expansion plan ahead of the competition. Strategies can be tailored toward multiple objectives, such as connecting with new clients, identifying opportunities, or meeting emerging demands.

### Advantage

growth[period] has core strengths in transportation and border security, infrastructure protection, energy security, environmental security, preparedness and response, and consequence management markets around the globe. Depending on the desired scope of the firm, growth[period] can develop strategies for global markets, regional interests, or specific products.