

Sageworks Valuation Solution.

Case Study

Business Brokerage Offers Valuation and Grows

CHALLENGE

Terry Lammers, CVA, is president of [Innovative Business Advisors](#) and was interested in scaling his valuation practice. With 20 years of experience buying and selling businesses, Lammers knew that the valuation process can be time consuming. The software solutions he considered initially had significant drawbacks, such as the requirement that all new upgrades and enhancements would need to be purchased and would carry an additional cost each time. He also wanted to grow his practice in such a way that let him provide high-value advisory services without outsourcing the business valuation work. As he looked to expand his practice, his primary goal was to create operational efficiency so that the average time spent per client would decrease as he added new clients and increased workload. Of course, it was critical that he could achieve these time savings without reducing the quality of his services.

SOLUTION

Innovative Business Advisors reviewed multiple technology solutions that could help scale their business. The team discovered that unlike other products, [Sageworks Valuation Solution](#) offered an unlimited number of valuations with the subscription, inclusive of all product enhancements during that period. Since Sageworks products are web-based, they are updated seamlessly without disrupting the valuation professional's work. Sageworks customers receive continued enhancements while they subscribe to the software, and many enhancements originate as customer requests. The web-based software can be accessed from any computer, allowing valuation professionals the flexibility to manage their work from anywhere in the world.

"With Sageworks Valuation Solution, I always have access to the most up to date features and product enhancements."

Technology adoption can be a challenge at any firm, so Sageworks works with financial professionals to design intuitive software that follows their existing process. Additionally, the Sageworks Consulting team provides complimentary training to ensure that each customer is able to realize the full benefits of the software.

"Sageworks training was incredibly helpful. They would take the time to walk through the software and explain how to use every feature."



ABOUT INNOVATIVE BUSINESS ADVISORS

Innovative Business Advisors is a full-service business brokerage company based in Illinois. Specializing in mergers and acquisitions, Business Valuations and Exit Planning their highly-trained staff assists clients who are looking to buy a business, sell a business or value their business. Their certified valuation analyst can provide a complete business valuation for the eventual sale of a company, estate/gifting purposes or marital resolutions.

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Terry Lammers
President

Once Lammers and the IBA team decided to purchase Sageworks Valuation Solution, he made sure that the roles and responsibilities of his team were optimized for scaling his practice. Sageworks' technology is designed to simplify and scale existing processes at a firm, allowing the firm to spend less time per client while still maintaining high quality services. Additionally, since multiple people at a firm can be granted access to log in to the software, roles can be divided so that senior employees can focus on valuation analysis and advisory services and more junior team members can take on administrative tasks like uploading client financials into the system.

In the case of Innovative Business Advisors, Lammers hired a new employee to assist with the administrative tasks associated with valuation, and that time spent is reduced as a direct result of the Sageworks software. The new hire will spend less time per client, which can allow the firm to take on more clients than they would have if they hadn't purchased the software.

As the firm starts to acquire new clients and increase efficiency, additional advisory services can be provided at a higher rate and more time is available to take on new clients or divert resources to other activities.

RESULTS

- ✓ Offer a value-added service that can win new clients and retain existing clients.
- ✓ Collaborate securely and communicate effectively with partners through a web-based platform.
- ✓ Save time and money with a built-in report writer that simplifies reporting after each valuation and offers comprehensive control over report language and content.
- ✓ Manage projects, store files and track documents in one secure, globally-accessible location.
- ✓ Use three core valuation approaches with flexibility to ensure accuracy and make financial adjustments.
- ✓ Forecasting is simplified to only one click, allowing users to adjust variables to project a variety of "what if" analyses.

ABOUT SAGEWORKS VALUATION SOLUTION

[Sageworks Valuation Solution](#) is a web-based platform enabling business valuation professionals to streamline workflow, increase realization rates and offer advisory services. Modeled after [SSVS No. 1](#) standards, the software follows the income, market and asset approaches to generate an accurate, defensible value.

If you would like more information, please contact:
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REQUEST A PRODUCT DEMO TODAY

- Call 866.603.7029
- Email valuationsales@sageworks.com
- Or visit sageworks.com