

The Skøyen Journey

Selling your business is a significant milestone, often accompanied by a mix of excitement and uncertainty. At Skøyen Software, we aim to make this journey as seamless and rewarding as possible.

We understand the challenges of the process, from concerns about valuations to loss of control.

Guided by transparency and entrepreneurship, we focus on candid communication and adaptable strategies tailored to your needs. Our nimble approach ensures informed decisions, whether exiting or retaining a stake.

We thrive together, offering long-term support to help your business grow sustainably within our investment community, showing rather than telling every step of the way.

Our Structured Process

Around 60 days from beginning to end

STEP 1: INTRODUCTIONS & INITIAL ASSESSMENT

The journey begins with a **Mutual Discovery Phase** aimed at building a strong relationship and gathering essential information. This phase is crucial for both parties to assess the potential fit, ensuring alignment of strategic goals and cultural values.

- 🌱 Initial discussions to get to know each other and better understand your business and the Skøyen Software model
- 🌱 Execute a Non-Disclosure Agreement (NDA) to protect sensitive information
- 🌱 Provide preliminary information, including high-level financials, operational data, and strategic objectives

STEP 2: DEVELOPING THE OFFER

In this phase, the focus shifts to conducting a more thorough assessment through detailed discussions to align expectations. The goal is to finalise the terms of the offer and solidify the commitment through a **Letter of Intent (LOI)**.

- 🌱 Perform a deeper analysis of the company's financials, market position, and operational structure
- 🌱 Discuss key deal terms, including valuation, payment structure, and transition plans
- 🌱 Address any potential concerns
- 🌱 Finalise the LOI, outlining the agreed-upon terms and the timeline for the transaction

STEP 3: DUE DILIGENCE

With the LOI in place, the process enters the Due Diligence Phase, where detailed investigations are conducted over approximately 40 days.

- ✦ **Financial and Tax:** Review financial statements, tax records, and other financial obligations
- ✦ **Technology:** Assess the architecture/code and IP; IT infrastructure and cybersecurity; product strategy and roadmap; organisation and ability to execute
- ✦ **Legal:** Review all legal documents including contracts and IP rights
- ✦ **People:** Evaluate the management team, employee contracts, and cultural fit
- ✦ **Commercial:** Evaluate the market, competition and strategic plans and how they align with Skøyen Software's model


STEP 4: FINALISING THE TRANSACTION

This phase marks the culmination of the M&A process, where the transaction is finalised and both parties prepare for integration. The successful completion of this phase leads to the official transfer of ownership and the **beginning of a new chapter**

- ✦ Execute all legal and regulatory documentation
- ✦ Prepare for the transition including communication plans for employees and customers
- ✦ Officially close the transaction

STEP 5: JOINING THE ECOSYSTEM

Post-transaction, the focus shifts to ensuring the seamless integration into the Skøyen Software Ecosystem. We focus on future growth while preserving the autonomy and strengths of the acquired management team.

- ✦ Empower the management team with best practices, resources, and ongoing support
 - ✦ Facilitate integration into the broader ecosystem, ensuring access to shared services, technology platforms, and operational support
 - ✦ Monitor performance and provide strategic guidance to drive growth
 - ✦ Foster a collaborative environment where the acquired company can thrive and contribute to the overall success of the ecosystem
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Please get in touch to learn more, if you think
Skøyen Software is right for you and your business

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