



**ZIGR**

# **Public & Private Services Brochure**

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# List of Service Categories

**M&A ADVISORY - BUY & SELL SIDE SERVICES**

**TAX & ACCOUNTING CONSULTING**

**LEGAL CONSULTING**

**REGULATORY COMPLIANCE**

**CAPITAL MANAGEMENT**

**HUMAN RESOURCES**

**GOVERNMENT CONTRACTING**

**FED, SLED, & INTEL**

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# INTRODUCTION

## *Business Management Consulting and M&A Advisory Services*

Zigr Inc. is a leading provider of business management consulting, M&A advisory services, and government contracting. Our team of highly skilled and experienced professionals are dedicated to helping organizations of all sizes and industries achieve their goals through expert guidance and tailored solutions.

With a deep understanding of the market trends and best practices in our field, we work closely with our clients to identify opportunities for growth, streamline operations, and navigate the complex landscape of government contracting. Whether you're looking to improve your bottom line, expand your business, or navigate the intricacies of government procurement, our team is here to help you succeed.

Zigr offers contract vehicles to government clients in need of high-quality management, scientific, and technical consulting services, logistical and analytical solutions, other professional, scientific, and technical services, business support services, document preparation services, accounting, tax preparation, bookkeeping, and payroll services. We help our clients meet their greatest challenges quickly, accurately and proficiently.

## M&A ADVISORY SERVICES

An M&A advisory firm that specializes in the buy-side of transactions, offering a range of services to help clients identify, evaluate, and acquire target companies.

### BUY-SIDE SERVICES

#### Target identification and screening

The firm will use its market knowledge and industry expertise to identify potential acquisition targets that align with the client's strategic goals and financial objectives.

#### Due Diligence

Conduct a thorough review of the target company's financial and operational performance, management team, market position, and other key factors that could impact the deal.

#### Negotiation and deal structuring

Help the client develop and negotiate the terms of the transaction, including the purchase price, financing arrangements, and any contingencies required.

#### Financing

The firm will help the client raise the necessary capital to fund the acquisition by working with banks, private equity firms and other financial institutions.

#### Integration planning & Implementation

Assist the client plan for and manage the integration of the target company into its existing operations, including the transfer of assets and employees, and the alignment of business processes and systems.

#### Closing

Manage the closing process, including the execution of legal documents and the transfer of funds.

*Services are tailored to assist clients on the buy-side of transactions and are designed to help clients make informed decisions and achieve their strategic objectives*

### *Price & Structure*

*Combination of \$5000 Retainer + Lehman Style Success Fee*

## M&A ADVISORY SERVICES

With a team of experienced professionals and a proven track record of successful transactions, our M&A advisory firm is well-equipped to provide comprehensive sell-side services that are tailored to meet the specific needs of your company and help you achieve your business objectives.

### SELL-SIDE SERVICES

#### Valuation and financial modeling

Assessing the value of a company and creating financial projections to support the sale process.

#### Marketing and targeting

Identifying and reaching out to potential acquirers to generate interest in a company.

#### Negotiation and deal structuring

Advising on the negotiation of terms and structuring of the transaction.

#### Due Diligence

Coordinating and managing the due diligence process, which involves the review of a company's financial, legal, and operational records. Creation of the data room and organization of materials.

#### Deliverance of marketing materials

Create a Confidential Information Memorandum (CIM) or Offering Memorandum (OM) to properly display all the aspects of the business, including opportunities and advantages for strategic and financial buyers.

#### Closing and post-closing support

Assisting with the closing process and providing ongoing support to ensure a smooth transition. Including positioning, succession planning and exit strategy.

*Services are tailored to assist clients on the Sell-side of transactions to get the most for the company in the fastest amount of time.*

*Price & Structure*

*Lehman Style Success Fee Based On Purchase Price*

# TAX & ACCOUNTING

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## CONSULTING SERVICES

Our business management consulting firm offers comprehensive tax & accounting services to help clients optimize their financial operations. Our team of experts specializes in optimizing tax structures during M&A transactions, ensuring that clients are able to take advantage of all available tax benefits and minimize their overall tax burden.

Additionally, we offer accounting management services for clients involved in government contracting, providing them with the support they need to navigate the complex regulations and compliance requirements associated with these types of projects. Whether you're a small business or a large corporation, our tax & accounting services can help you achieve greater financial success.

## Acqui-hiring Through Our Talent Pool

### *Tax Professionals & Accountants*

*Chartered Global Management Accountant (CGMA)*  
*Certified Management Accountant (CMA)*  
*Certified Public Accountant (CPA)*  
*Enrolled Agent (EA)*

### *Valuation & Appraisals*

*Financial Modeling & Valuation Analyst (FMVA)*  
*Chartered Financial Analyst (CFA)*  
*Accredited in Business Valuation (ABV)*  
*Certified Business Appraiser (CBA)*  
*Certified Valuation Analyst (CVA)*  
*Certified in Entity and Intangible Valuations (CEIV)*

# LEGAL CONSULTING

*We have a team of experienced attorneys who specialize in providing comprehensive legal consulting services to both the private and public sectors.*

## Our specialties include:

**Corporate Law:** We provide legal advice and representation to businesses of all sizes, from small startups to large corporations. Our services include corporate formation and governance, contract negotiation and drafting, and compliance with state and federal laws.

**M&A Law:** Mergers and acquisitions can be complex and time-consuming. We have a team of experts who can guide you through the process, from due diligence to closing. We can help you negotiate and draft purchase agreements, conduct legal and financial analysis, and provide guidance on post-closing integration.

**Government Contracting:** We have a deep understanding of the unique laws and regulations that govern government contracting. We can help you navigate the procurement process, from proposal preparation to contract negotiation and administration. We can also assist with disputes, claims, and other legal issues that may arise during the performance of a government contract.

Our attorneys have extensive experience in these areas, and we are committed to providing our clients with the highest level of legal services. We understand the importance of your business, and we work hard to protect your interests and help you achieve your goals.

# CAPITAL MANAGEMENT

*Providing a range of services to help clients manage and optimize their capital structure.*

## Restructuring the capital stack

Help clients evaluate and adjust their current capital structure to optimize the balance between equity and debt. This can include identifying and mitigating potential issues such as over-leverage or under-diversification

## Raising equity or debt

The firm can assist clients in identifying and accessing new sources of capital, such as equity investors or debt providers. This can include preparing and distributing offering materials, conducting roadshows and negotiations with investors, and closing the transactions.

## Finding liquidity

The firm can help clients access liquidity through a variety of means, such as secondary share offerings, debt offerings, and structured finance transactions.

## Capital budgeting

The firm can provide guidance on how to evaluate and prioritize potential investments, and how to allocate capital resources in the most efficient and effective way.

## Exit strategy

The firm can provide guidance on the best exit strategy that aligns with the client's objectives and goals, whether it's an IPO, a sale to a strategic buyer, or a recapitalization

*Capital management is effectively executed by working closely with broker-dealers, family offices, and investment banks to identify and capitalize on investment opportunities*

*Flat Fee + Add-ons*



## REGULATORY COMPLIANCE

Our regulatory compliance consulting services help organizations navigate the complex and ever-changing landscape of laws and regulations in the areas of M&A and Government contracting.

Our team of experts has extensive experience in these fields and can provide a wide range of services to help clients comply with regulatory requirements and mitigate risk.

**M&A:** We provide guidance on compliance issues related to merger and acquisition transactions, such as anti-trust laws, securities regulations, and data privacy laws. We also assist clients with due diligence, deal structuring and integration planning to ensure compliance with all relevant regulations.

**Government Contracting:** We help clients understand and comply with the many laws, regulations, and policies that govern their interactions with government agencies. This includes guidance on procurement laws, contract administration, and compliance with regulations such as the Federal Acquisition Regulations (FAR) and the Defense Federal Acquisition Regulation Supplement (DFARS). We also assist clients with bid protests, disputes, and claims.

Our goal is to help clients understand the regulatory environment and develop strategies to manage compliance risks, while also helping them to achieve their business objectives. We pride ourselves on providing our clients with practical, actionable advice that can help them avoid costly penalties and legal disputes.

# HR RECRUITING

*Our firm provides an array of services to help organizations find and hire the right executive talent.*

**Executive Search and Headhunting:** Actively searching for and recruiting top-level executives, such as CEOs, CFOs, and COOs, to fill critical leadership roles within an organization. This can include identifying potential candidates, conducting initial screenings, background checks, and interviews, and presenting a shortlist of the most qualified candidates for the position. This service can be especially beneficial for organizations looking to fill a specific role or for those that are experiencing high-level turnover.

**Fractional or Interim:** This service involves providing a seasoned professional to fill a specific role or manage a specific project within an organization on a part-time or temporary basis. This can be particularly useful for organizations with a gap in their leadership team or need to bring in a specialized expert to manage a specific project. For example, they can provide an interim CFO to help manage the finances of a company during a period of transition, or a fractional HR Director to help create and implement a new human resources strategy.

**Recruiting Human Capital:** Ongoing staffing and recruiting services to help organizations find and attract the best candidates. This can include recruiting for positions such as owner-operators, second-tier management such as managers, supervisors, or business developing technical-specific skills requirements. This service can be particularly beneficial for organizations that are growing quickly and need to add additional management positions to support their expansion.

*Creating an effective recruitment strategy that will attract the best candidates and help the organization build a strong and effective management team.*

# GOVERNMENT CONTRACTING

## *Full Lifecycle Management*



A comprehensive Government Contracting Full Life Cycle Management Service, which provides support and guidance throughout all phases of the government contracting life cycle. This includes the pre-award phase, during which we help clients navigate the procurement process and develop winning proposals. During the award phase, we assist with contract negotiation, administration and management. We also help clients with compliance, including ensuring that all regulatory requirements are met, and that the necessary documentation and records are kept up to date. In the post-award phase, we provide ongoing support to help clients manage the performance of their contracts and mitigate risk.

Our services also include support for closeout, including final accounting, contract closeout and resolution of any outstanding issues. Our team of experts have extensive experience in government contracting and are well-versed in the regulations and compliance requirements associated with these types of projects, which ensures that our clients can navigate the process smoothly, minimize risks, and achieve success in their government contracting endeavors.

## FED, SLED, & INTEL

*Zigr Inc specializes in providing Business Management, Scientific, and Technical Consulting Services, with a heavy focus on Accounting, Tax Preparation, Bookkeeping, and Payroll Services.*

### Core Competencies

- 54 - Professional, Scientific, & Technical Services
- 55 - Management of Companies & Enterprises
- 56 - Administrative Support

### Specialized Services | NAICS Codes

- 5412 - Accounting, Tax Preparation, Bookkeeping, & Payroll Services
- 5411 - Legal Services
- 5416 - Management, Scientific, & Technical Consulting Services
- 5417 - Scientific Research & Development Services
- 5419 - Other Professional, Scientific, & Technical Services
- 5614 - Business Support Services

### SIC Codes:

- 81 — Legal Services
- 73 — Business Services
- 8741 — Management Services
- 8742 — Management Consulting Services
- 17291 — Tax Return Preparation Services
- 7361 — Employment Agencies

# MAJOR CONTRACT VEHICLES

## Government-Wide Acquisition Contracts (GWACs)

- GSA Alliant 2
- GSA Alliant
- NIH CIO-SP3
- Army ITES-3S
- GSA ASTRO

## Multiple Agency Contracts MACs

- GSA OASIS
- GSA HCaTS

## General Services Administration Schedules – GSA Schedules

- Professional Services Schedule (PSS)
- Advertising and Integrated Marketing Solutions (AIMS)
- Financial and Business Solutions (FABS)
- Mission Oriented Integrated Services (MOBIS)
- Professional Engineering Services (PES)
- Human Resources & EEO Services (HREEO)
- Information Technology Professional Services (IT Schedule 70)
- Office Imaging and Document Solution (36)

## Blanket Purchase Agreements (BPA's)

- FBI ITSSS
- GSA SISS

## Agency-specific Indefinite Delivery / Indefinite Quantity Contracts IDIQs

- Air Force NETCENTS 2
- CDC CIMS
- DHS EAGLE II
- Navy SEAPORT-E
- Systems Engineering, Technology & Innovation (SETI)
- TRICARE Evaluation, Analysis and Management Support (TEAMS)
- Air Force Medical Services (AFMS) Consultant Advisory Technical Services (CATS) IDIQ

Zigr provides a variety of services and connections to contractors, as a client or federal agency you can gain access to our services and leverages the full strength of our global capabilities, through a wide range of easy-to-use government contract vehicles. These include Government-Wide Acquisition Contracts (GWACs), Multiple Agency Contracts (MACs), General Services Administration (GSAs), Federal Supply Schedules (FSSs), Blanket Purchase Agreements (BPAs), and agency-specific Indefinite Delivery Indefinite Quantity Contracts (IDIQs) along with Other Transaction Authority (OTA) contracts.