



**Boutique M&A Advisory Firm in
Aerospace, Defense, Government, and Technology (ADG&T)**

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"At Zigr Inc, we empower next generation of entrepreneurs through strategic acquisitions using the ETA model in acquiring legacy businesses. Our dedication to guiding & supporting our clients at every stage of the acquisition process has made us a top firm in Aerospace, Defense, Government, and Technology (ADG&T)."

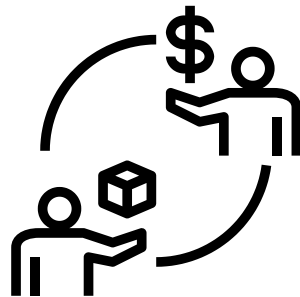
We actively support and champion Veterans, Women, Minorities, and Socially Economically Disadvantaged Individuals, recognizing the invaluable contributions they make to our society & economy. We strive to create impactful opportunities, foster innovation, & build a more inclusive & equitable level field in lower to mid-market M&A."

Buy-side Representation

- **Target Search:** Identifying and evaluating potential acquisition targets that align with client objectives and criteria.
- **Negotiations:** Skillful negotiation tactics to secure favorable terms and agreements with sellers.
- **Valuations:** Conducting thorough valuations to assess the fair market value of target companies.
- **Market Research:** In-depth analysis of industry trends, market dynamics, and competitive landscape to inform acquisition strategies.
- **Due Diligence:** Comprehensive due diligence to assess the financial, legal, and operational aspects of target companies.
- **Business Development:** Strategically positioning clients to capitalize on M&A opportunities and drive growth.
- **Post-acquisition Planning:** Developing and implementing plans to ensure successful integration and realization of synergies.
- **Executive Search:** Identifying and recruiting top talent to lead acquired companies and drive post-acquisition growth.

Sell-side Representation

- **Valuation Services:** Providing accurate valuation assessments to optimize the sale price and attract potential buyers.
- **Buyer Outreach:** Leveraging extensive networks to identify and engage with qualified buyers.
- **Sell-side Negotiations:** Expert negotiation strategies to maximize value and achieve favorable terms for sellers.
- **Exit or Succession Planning:** Assisting business owners in developing and executing exit strategies or succession plans.



ETA Model

The ETA Method, short for Entrepreneurship Through Acquisitions, represents a dynamic approach to entrepreneurship that involves acquiring existing businesses as a pathway to ownership and growth.

It offers aspiring entrepreneurs the opportunity to enter the business world with established frameworks, leveraging the resources and infrastructure of established companies to drive success.

Diversity, Equity, and Inclusion (DEI)

Zigr's Venture Capital Fund is committed to promoting diversity and inclusion within the entrepreneurial landscape by matching veterans, minorities, and women with the equity required to acquire target companies. By empowering underrepresented groups in business ownership, the fund not only fosters economic growth but also promotes social equity and opportunity.

Leveraging Skills, Experience, and Network

Entrepreneurs utilizing the ETA Method benefit from the extensive skills, experience, and network of government contractors, enabling them to tap into specialized knowledge and resources within the industry. This strategic advantage enhances their ability to navigate complex acquisition processes and capitalize on opportunities within government contracting sectors.

This strategic partnership ensures that aspiring entrepreneurs have access to the capital required to execute their acquisition strategies effectively.

AVATAR ARCHETYPES

1

Enlisted

We help transitioning veterans acquire companies and leadership roles.

2

Civilian Government Employees

We find companies for civilian busy workers to get into the private sector.

3

Strategic Acquirers

We conduct targeted search, outreach, negotiations, valuations, & assist in the closing process.

4

Legacy Owners

We enable owners to retire by passing on the legacy to the right buyer.

Helping Clients Stand Out Among Competitors

Buyer Arbitrage

The Buyer Arbitrage Method represents a sophisticated approach to M&A transactions.

- *Pivotal to maximizing value and minimizing risks, Zigr leverages expertise, strategic insight, and financial acumen to unlock value and drive success in specialized industries.*
- *The buyer representative, coupled with its commitment to excellence and innovation, positions buyers for sustainable growth.*

Expertise in Complex Transactions

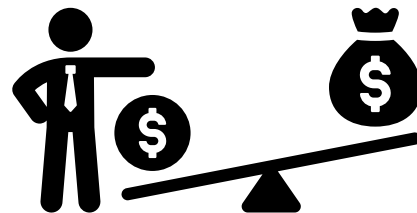
Zigr's expertise extends to navigating intricate transactions within aerospace, government, defense, and technology sectors, where nuances and regulatory challenges abound. Through meticulous planning, diligent negotiation, and innovative solutions, Zigr empowers buyers to overcome obstacles and capitalize on unique opportunities.

Enhanced Credibility as a Buyer

Zigr's involvement as the buyer enhances credibility and instills confidence among sellers, signaling seriousness and commitment to the transaction. This credibility factor strengthens negotiating positions and fosters trust, facilitating smoother deal executions and favorable outcomes for all parties involved.

Equity & Debt

- **Pitch Deck Prep:** Crafting compelling presentations to effectively communicate the value proposition to investors.
- **Financial Modeling:** Developing sophisticated financial models to support decision-making and optimize deal structures.
- **Cosigner Program:** Offering co-protection guarantee programs to mitigate risk and secure financing.
- **Senior & Subordinated Debt:** Structuring debt facilities to meet capital needs with flexible terms and conditions.
- **Convertible Debt & Preferred Equity:** Providing alternative financing options to meet the unique requirements of clients.



Special Situations & Divestitures

- **Structured Finance:** Offering tailored financial solutions to address complex situations and optimize capital structures.
- **Debt Consolidation:** Assisting clients in consolidating debt and optimizing financial obligations.
- **Management Buyouts:** Facilitating buyout transactions while ensuring smooth transition of ownership.
- **Corporate Turnarounds:** Providing expertise in restructuring distressed businesses to restore profitability and viability.



Business Development & GovCon

- **Proposal Writing & Capture:** Creating persuasive proposals to secure contracts and funding opportunities.
- **Business Growth Strategy:** Developing comprehensive strategies to drive business growth and enhance shareholder value.
- **Mergers & Acquisitions:** Advising clients on strategic M&A to achieve growth objectives.



The Zigr Advantage

We deliver unmatched solutions that back mission critical projects by providing client-centric services & tailored strategies to ensure precise alignment with our client needs. In-depth market intelligence provides actionable insights for informed decision-making in dynamic markets. Our niche focus on dual use technologies & national security offers expertise at the intersection of innovation and defense, guiding clients through complex landscapes.

Client Centric Services



Market Intelligence



Bespoke Financing



Niche Focused



Our bespoke financing solutions & liquidity facilitates strategic M&A deals with comprehensive financing options, driving excellence and empowering clients to thrive in a rapidly evolving world.