

Get **BAL** to Innovate Your Business

**Project Management**  
**Professional Services**

**R&D**

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# BAL Consulting Overview

## Project Management & Professional Services for:

- **Board & CEO/COO/CFO/CTO/CIO Level**
- Telecommunications, Finance and Government
- Does not accept assignments in excess of 3 consultants
- Consultants experienced independent professionals
- Independent of vendors and system integrators
- Independent of accounting, audit & legal practices
- Vision for a **Boutique Brand of Partners**

# Anatomy of the *Final 4*

- All things to all men: consulting, SI, audit, accounting & legal (USA break-up ordered)
- Hierarchy to support masses: layers of partners → directors → layers of managers → layers of consultants, at least 8 layers of hierarchy
- Billable hours: 5% partners, 30% director-manager levels and 60% consultants
- Consequence: Billable hours 5 x salaries
- Partners sell → juniors deliver → inferior outcomes to customers of strategic consulting

# BAL Consulting Brand

- Create success in Sydney
- Partner in Asia-Pacific
- Growth by Partnering: Class 1 Investors
- Always keep each assignment to 3 or less consultants
- Partner with a Network of Principals

# BAL R&D

- *World Class Business & Technology Advisory*
- We are 100% Self-Funded and Debt Free with all profits from Business Consulting invested in our Intellectual Property R&D.
- Our Business Exit Strategy is to sell our Intellectual Property on Postal Service and Logistics to Investors.
- We specialise in Knowledge Capital and Valuation.
- We have a Track Record of IP Creation since 1970s with a 20+ year 2020+ future horizon.

# Investment Classes and Values

- Class I Consulting < US\$1m
- Class II Messaging & Directory Services  
Intellectual Property IP < USD\$10m +  
Royalty
- Class III Postal Services and Logistics  
Intellectual Property IP > USD\$70m +  
Royalty
- Options negotiable from as low as 5%

# Business Exit Strategy & Valuation

- *Do you know how much your business is really worth?*  
Did you know that the Intangibles and Market Perception are worth in excess of 75% of the US Stock Market?
- Quantify your current and future value, [knowledge capital and market perception](#), with [BAL's](#) independent expert [valuation](#).
- Implement a Business Exit Strategy to sell your business.
- Profile buyers and investors.
- Analyse competition, opportunity cost, market and timing.
- Mentor Board and Executive – know your exit options, maximise your value, and get ready to sell.