

Get **BAL** to Innovate Your Business

Sale of IP in Postal Services &
Logistics, Consulting and R & D

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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%

BAL Consulting Overview

- **Boutique Strategic Consultancy for:**
 - **Board & CEO/COO/CFO/CTO/CIO Level**
 - Telecommunications, Finance and Government
 - Never sells products or downstream implementation
 - Does not accept assignments in excess of 3 consultants
 - All consultants Company Directors and Top Executives
 - Independent of vendors and system integrators
 - Independent of accounting, audit & legal practices
- Vision for a **Boutique Brand Franchised**

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 Franchise

- Create a success in Sydney and Melbourne
- Franchise in Singapore and Hong Kong ...
- Growth by franchise: class 1 investors
- Always keep each franchise to less than 20 and each assignment to 3 or less consultants
- Always partner with a network of principals

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.