

Expertise to Empower.  
Strategy to Succeed.

SerotkinGroup.com

Our accelerator-focused consulting services are designed to empower small government CEOs with the strategies and tools to achieve their business goals, navigate the complexities of the GovCon landscape, and grow their operations sustainably and successfully.

## ACCELERATE YOUR GROWTH WITH THE SEROTKIN GROUP

### FEATURE:

Financial & Capital Management

### BENEFIT:

Build a government-complaint financial base

### FEATURE:

Merger & Acquisitions

### BENEFIT:

Know when and how to acquire or exit

### FEATURE:

Back Office & Management Support

### BENEFIT:

Large business tools on small business budget

### FEATURE:

BD, Capture & Proposal

### BENEFIT:

Higher probability wins from rigorous process

### Financial, Accounting & Capital Management

- Accounting system assessment
- Government standard compliant software solutions
- Best practices for tracking, invoicing, reporting
- Government standard platforms & software
- Integration of payroll, time, & benefits
- Investors, lenders, & financing options
- Budgeting
- Financial forecasting
- Cash flow management

### Merger & Acquisitions

- Exit Planning
- Transaction Support, as Seller
- Transaction Support, as Buyer
- Develop/implement transaction process
- Financial modeling
- Tradeoff analysis
- Due diligence
- Identification of capital need & resourcing
- Deal Negotiation
- Legal Support
- Post-transaction planning
- Acquisition Strategy
- Candidate Search/Analysis

### Back Office & Management Support

- Human Resources
- IT Security Compliance
- Legal & Compliance
- Contract Management
- Project Management
- Quality/Risk Management
- Performance Measurement

### Business Development Capture & Proposals

- Executive Liaison to BD Firms
- Brand development
- Marketing & social media strategies
- Pursuit to Award Timetable & Actions
- Targeted Agency
- Best Tools, Templates, & Resources
- Forecasting
- RFI & Proposal Development
- Team development
- Best tools
- Writing, pricing, competitive analysis
- Market analysis, customer segmentation, & competitive positioning

