

LEA Global

GCM Consulting Offering: Strategic Valuation & Advisory Services

Michael Blake, Managing Partner
BW Arpeggio



Rising Star Association



INTERNATIONAL ACCOUNTING BULLETIN

About BW Arpeggio

- Spin-off from Brady Ware.
- Dedicated team of eight.
- Principals have 20+ years of experience.
- Hundreds of client decisions improved.
- Areas of specialty/industry expertise:
 - Intellectual property
 - Franchising
 - Startups/venture capital
 - Tax controversy
 - Data valuation



ARPEGGIO

About BW Arpeggio

**We use a workbench,
not an assembly line.**



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About Strategic Valuation & Advisory Services



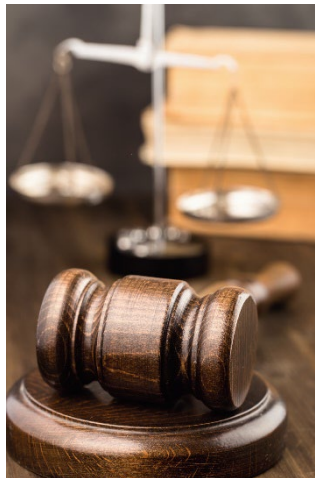
- Business valuation, strategic advisory and conflict resolution services



Strategy



Disputes



Compliance



Consulting



A problem or opportunity worth at least \$1 million.

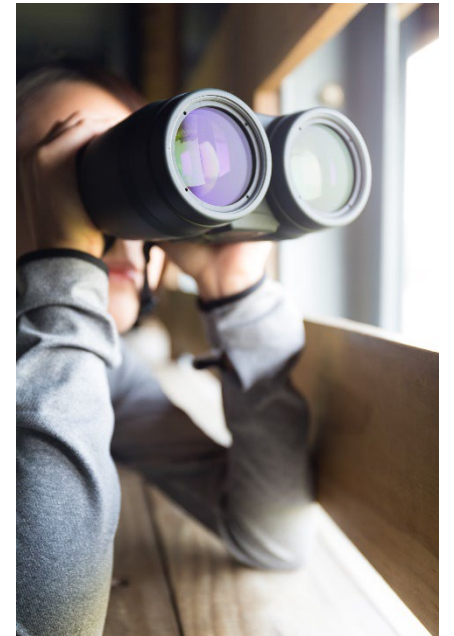
Conventional solutions or models are unlikely to be useful.

The client values risk management.

Helping Decision Makers *Get Clarity*



Clients become better decision-makers by understanding the quantitative risk associated with key decisions.





How To Identify A Client Need



Identify Opportunities



What to Look For



Trigger Events



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Case Studies

Game Theory



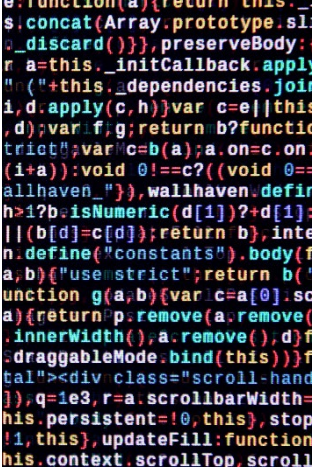
IRS bill of \$10 MM → \$500K refund

Strategic Analysis



\$8 MM Offer → \$45 MM

Invention



Enabled a New Business Financing Model

Risk Management



Quantified Risk and Avoided a \$3 MM Mistake



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One More Thing...



Partnership creates a unique data valuation capability – the first of its kind in the world.



Strategic



Litigation



Compliance

Contact Information

Mike Blake

Managing Partner

678.350.9544

msblake@bradyware.com

www.bwarpeggio.com



@unblakeable

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