



# GEAC

Global Enterprise Acceleration Consortium  
Unlocking Hidden Value in Successful Companies

## Global Enterprise Acceleration Consortium

### GEAC Prospectus

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# Global Enterprise Acceleration Consortium

GEAC PROSPECTUS

## Transforming Established SMEs into Internationally Positioned Acquisition-Ready Enterprises

A USD 5 Million company becoming a USD 20 Million acquisition target within three years is not a miracle.

- It is a process.

GEAC exists to unlock the hidden value trapped inside successful companies that already exist – and systematically build enterprises that strategic buyers, investors, and international partners actively pursue.

**Confidential discussions welcome.**

Selective Mandates



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# The Untapped Opportunity

The global SME landscape holds **trillions in latent enterprise value**.

Thousands of established businesses possess proven products, loyal customers, and strong potential – yet remain **significantly undervalued**.

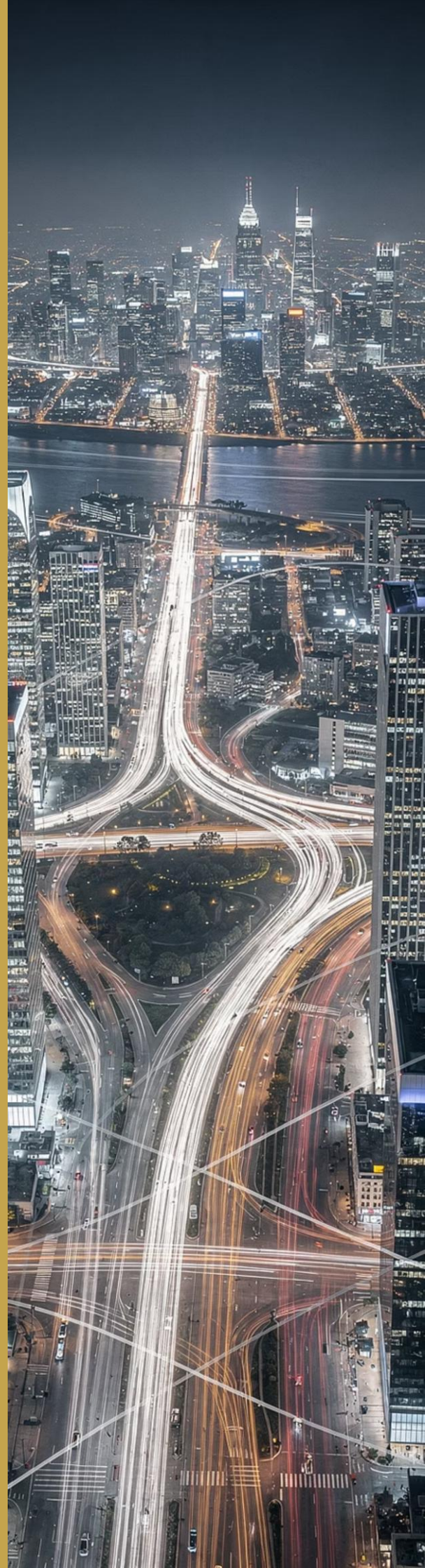
Not because they lack quality, but because critical value drivers remain underdeveloped or inaccessible without the right strategic relationships and international networks.

The gap between what a company is worth today and what it could be worth is often measured in multiples, not percentages.

**GEAC exists to systematically close every one of these gaps.**

## Underdeveloped Value Drivers

- **International market access**
- **Strategic partnerships**
- **Technology integration**
- **Revenue diversification**
- **Investor & acquisition readiness**
- **Global positioning**
- **Commercialization pathways**



# Why GEAC Exists

GEAC emerged from decades of international business development spanning more than 25 countries and over 20 industries – across the US, Saudi Arabia, Türkiye, Malaysia, Qatar, Europe, Egypt, and beyond.

One observation became undeniably clear: many excellent companies remain trapped beneath their true value because they lack access to the right relationships, markets, and international pathways.

The problem is not ambition – it is access.

Meanwhile, governments and institutions worldwide invest billions into innovation ecosystems and economic diversification, yet many businesses never capitalize.

**GEAC was created to bridge that gap – connecting established SMEs to the networks, frameworks, and strategic architecture needed to build enterprise value deliberately.**

## The Problem

Most SMEs operate in isolation from the global networks, capital markets, and strategic ecosystems that could multiply their enterprise value.

Without a deliberate strategy for international expansion, technology integration, and acquisition readiness, even excellent businesses remain undervalued.

## The Solution

GEAC provides the strategic architecture, international relationships, and execution capability to systematically close the gap between what a business is worth today and what it could be worth – creating enterprises that attract premium valuations.



# The GEAC Mission

## STRATEGIC PLATFORM

GEAC is not a consulting firm – it is a **strategic enterprise acceleration platform**.

The distinction is fundamental: consulting firms advise, GEAC executes. The objective is not merely to improve businesses – **it is to create more valuable enterprises that attract strategic buyers, institutional investors, and international partners at premium valuations.**

GEAC's model addresses every dimension of enterprise value simultaneously: revenue growth, profitability, international expansion, strategic partnerships, technology integration, and acquisition readiness.

**Enterprise value is not a byproduct of good operations – it is the result of deliberate strategic architecture. GEAC provides that architecture.**



### International Expansion

We identify the right markets, partners, and entry pathways to position companies beyond their domestic base.



### Strategic Partnerships

We secure relationships that create leverage, open doors, and accelerate growth.



### Technology Transfer

We integrate practical technologies that improve competitiveness, efficiency, and differentiation.



### Acquisition Readiness

We refine the business to be more investable, scalable, and attractive to premium buyers.



# The Enterprise Value Drivers Matrix™

Sophisticated investors and strategic acquirers focus on **enterprise value** – not revenue alone. A company with strong recurring income, international presence, and documented acquisition readiness may command 8-12x EBITDA. The same company without these attributes may command only 3-4x. GEAC systematically strengthens the elements that command premium multiples.

Value Driver	Strategic Importance	GEAC Activities
Revenue Growth	Expands scale and valuation potential	New markets, strategic sales, business development
Revenue Diversification	Reduces dependency and risk	Geographic expansion, new revenue streams
Profitability & EBITDA	Key driver of valuation multiples	Operational optimization, margin enhancement
International Expansion	Creates strategic growth opportunities	Global market entry, alliances, distributors
Strategic Partnerships	Accelerates growth and credibility	Partner identification and negotiations
Technology Integration	Improves competitiveness	Technology transfer, innovation sourcing
Recurring Revenue	Improves predictability and valuation	Licensing, subscription, service models
Acquisition Readiness	Enhances attractiveness to acquirers	Documentation, positioning, transaction prep
Investor Readiness	Improves access to capital	Investment preparation and positioning
Innovation Capacity	Supports long-term competitiveness	Access to research institutions and ecosystems

Each driver is assessed during GEAC's Discovery & Assessment phase. A customized roadmap then addresses the highest-impact gaps first – ensuring every engagement dollar is directed toward activities most likely to increase enterprise value.



# The Enterprise Value Formula™

Enterprise Value Growth = Revenue Growth + Profitability Enhancement + International Expansion + Strategic Partnerships + Technology Integration + Market Leadership + Acquisition Readiness

The greater the number of value drivers strengthened, the greater the increase in enterprise value – and this is why GEAC engagements address multiple drivers simultaneously.

Consider a company with USD 5M revenue and a 15% EBITDA margin, operating domestically with no strategic partnerships or acquisition preparation.

At a standard 4x multiple, enterprise value is approximately USD 3–4M.

Apply the GEAC framework: revenue grows to USD 8M, EBITDA improves to 22%, international expansion creates new revenue streams, and acquisition readiness is documented.

At a justified 7–9x multiple, enterprise value reaches USD 12–16M or more. The formula is the engine. GEAC is the driver.



## Before GEAC



**Revenue: USD 5M**  
**Domestic Focus**  
**Limited Partners**  
**No Int'l Exposure**  
**No M&A Planning**  
**Value: USD 5–7M**

## After GEAC



**Revenue Expanded**  
**Int'l Partnerships**  
**Global Presence**  
**Tech Integration**  
**Acquisition-Ready**  
**Value: USD 15–25M+**

✔ Indicative enterprise value growth from USD 5–7M to USD 15–25M+. Actual outcomes vary by industry, execution, and market conditions.

# The GEAC Enterprise Acceleration Framework™

GEAC operates through **five structured phases**, each building upon the last to systematically accelerate enterprise value and acquisition readiness. Unlike advisory engagements that produce reports without results, the GEAC framework is an active, hands-on execution model – with defined deliverables, measurable milestones, and a clear connection to enterprise value at every stage.



## Phase-by-Phase Breakdown

Phase	Duration	Key Activities	Deliverables
Phase 1: Discovery & Assessment	4–6 weeks	Business model analysis, competitive positioning, gap identification, stakeholder interviews	Strategic Gap Report, Value Driver Scorecard
Phase 2: Strategic Blueprint	4–6 weeks	Customized acceleration roadmap, priority sequencing, resource planning, KPI framework	Enterprise Acceleration Roadmap, 36-Month Value Plan
Phase 3: Execution & Acceleration	6–18 months	Market entry, partnership development, technology integration, revenue diversification	Active partnerships, new market presence, revenue growth
Phase 4: Enterprise Optimization	3–6 months	Scalability systems, governance, brand positioning, operational efficiency	Optimized operations, documented processes, enhanced credibility
Phase 5: Acquisition Readiness	3–6 months	Financial documentation, investor materials, strategic positioning, buyer identification	Investment memorandum, acquisition-ready profile



# The International Advantage

One of GEAC's greatest strengths is its **international reach** – creating opportunities unavailable to most SMEs. GEAC's relationships span government institutions, sovereign wealth funds, private equity groups, technology transfer organizations, and strategic investors across 25+ countries.

For SMEs, international access is often the single most transformative lever available – doubling addressable markets, improving valuation multiples, and creating strategic narratives that attract acquirers.

## US **United States**

Access to capital, innovation, and commercialization opportunities. GEAC can help position companies for introductions that strengthen scale, credibility, and growth potential.

## TR **Türkiye**

Strong manufacturing and engineering capability with export reach. GEAC can help identify partners that improve cost efficiency and open regional pathways.

## SA **Gulf Region**

Capital-rich, vision-driven markets with large-scale transformation agendas. GEAC can help SMEs align with strategic projects and investment networks.

## MY **SE Asia**

A fast-growing region with manufacturing depth and emerging market scale. GEAC can help companies find local partners and scalable entry points.

## EU **Europe**

Credibility, regulation-aware commercialization, and cross-border distribution. GEAC can support strategic partnerships that accelerate adoption and expansion.

## EG **Egypt**

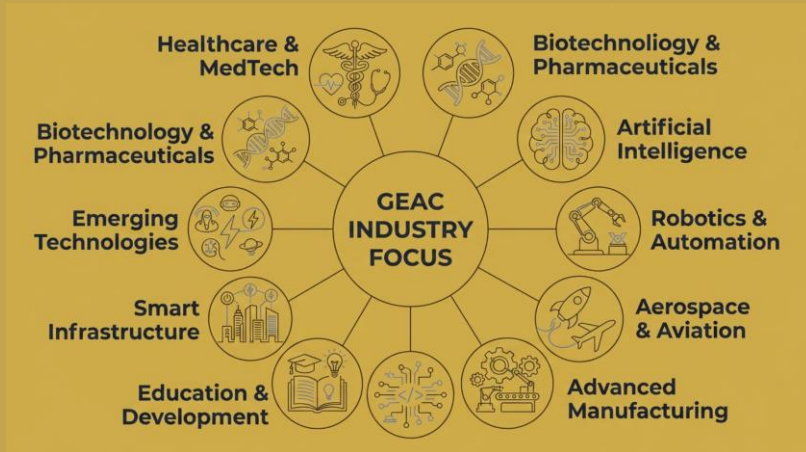
Workforce scale, industrial collaboration, and strong regional positioning. GEAC can help companies explore partnerships for expansion and market entry.

GEAC's international network is actively maintained through ongoing relationships and in-market presence – representing one of GEAC's most significant and defensible competitive advantages.



# Industry Focus Areas

GEAC remains **industry-agnostic** but possesses particular depth in high-growth sectors where international expansion and technology integration create the greatest enterprise value uplift. The sectors below represent areas where GEAC's network and strategic relationships are most concentrated.



**Healthcare & MedTech:** Strong demand, regulation, and acquisition multiples make this a prime value-creation sector.

**Biotechnology & Pharmaceuticals:** Licensing and international commercialization create significant uplift opportunities.

**Artificial Intelligence:** AI adoption drives differentiation, efficiency, and premium valuation narratives.

**Robotics & Automation:** Industrial automation is a global priority with strong partnership and export potential.

**Aerospace & Aviation:** High barriers and institutional procurement make this a high-value sector.

**Advanced Manufacturing:** Türkiye, Southeast Asia, and Egypt offer attractive pathways for scalable production partnerships.

**Digital Platforms & Software:** Recurring revenue and scalability make software especially attractive to acquirers.

**Education & Workforce Development:** Global skills demand creates strong international expansion pathways.

**Smart Infrastructure:** Government investment in smart cities and infrastructure opens large partnership opportunities.

**Emerging Technologies:** Early positioning in frontier technologies supports long-term strategic advantage.





# Who GEAC Works With

## Ideal Client Profile

- Annual revenues between USD 3M and USD 100M+.
- Established operating history.
- Positive market reputation.
- Existing management teams.
- Growth-oriented ownership.
- Strong products, services, or technologies.

GEAC's ideal client has already proven its model – customers, revenues, and a track record. What it lacks is the strategic architecture, international access, and acquisition positioning to command a premium valuation.

**i** GEAC is generally not designed for startups or early-stage ventures.

## The GEAC Philosophy

GEAC makes companies more valuable.

We tie every initiative to measurable enterprise value.

We pair local strength with international opportunity.

We measure success by enterprise value created.

We transform what a company can become.

**"The companies we work with are not broken. They are undervalued.**

**Our job is to change that – systematically, deliberately, and with measurable results."**

– GEAC Strategic Philosophy

# Engagement Structure & Pricing

GEAC offers tiered engagement structures aligned to company size, with performance-based compensation ensuring interests remain fully aligned with client outcomes.

Unlike firms that charge fixed fees regardless of results, GEAC's model creates a genuine partnership – where GEAC's success is directly tied to the enterprise value created for the client.

## Growth Tier

Revenue: USD 3M – USD 10M

Monthly Retainer: USD 3,500 – USD 5,000

## Expansion Tier

Revenue: USD 10M – USD 25M

Monthly Retainer: USD 5,000 – USD 7,500

## Enterprise Tier

Revenue: USD 25M – USD 100M+

Monthly Retainer: USD 7,500 – USD 12,500+

## What's Included in Every Engagement:

- Strategic Gap Assessment & Value Driver Scorecard
- Customized Enterprise Acceleration Roadmap
- Active business development and partnership facilitation
- International market access and introductions
- Technology transfer and innovation sourcing
- Acquisition readiness preparation and documentation
- Ongoing strategic advisory and execution support
- Access to GEAC's global network across 25+ countries

## Performance-Based Compensation

Performance fees may apply for strategic partnerships and joint ventures, capital raising, international market entry, licensing and technology transfer, major commercial contracts, and M&A transactions. In select situations,

GEAC may accept **equity participation** to align long-term interests.

All arrangements are agreed in advance.



# Value Creation at a Glance

25+

Countries

International business development experience across the globe

20+

Industries

Sector expertise spanning technology, healthcare, manufacturing, and more

4X

Value Uplift

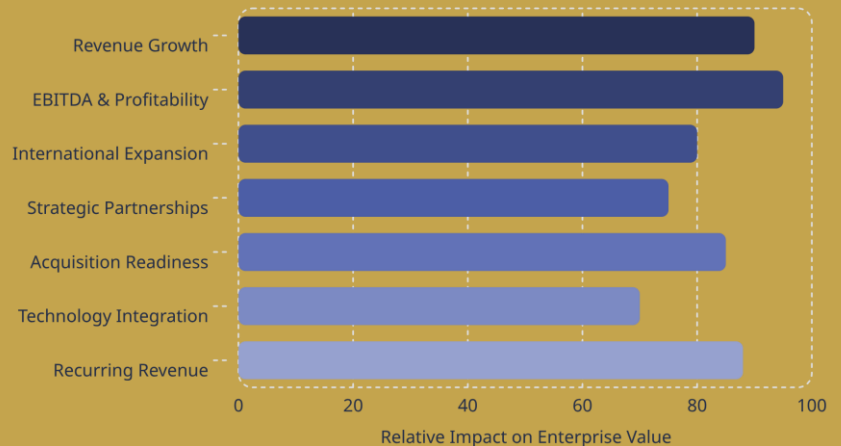
Illustrative enterprise value growth from USD 5M to USD 20M+

8

Global Regions

US, Türkiye, Europe, Gulf, Saudi Arabia, Malaysia, Indonesia, Egypt

Value Driver



Each value driver contributes independently – and cumulatively, their coordinated strengthening creates exponential enterprise value growth. **The bar chart above illustrates the relative impact of each driver on enterprise value, based on GEAC's strategic framework and market observations. EBITDA and profitability consistently rank as the highest-impact driver because valuation multiples are applied directly to earnings – meaning every dollar of margin improvement is multiplied by the acquisition multiple.**

Recurring revenue follows closely, as predictable income streams dramatically reduce perceived risk and justify higher multiples. Revenue growth, acquisition readiness, and international expansion each contribute meaningfully – and when addressed simultaneously, their combined effect is far greater than the sum of their individual contributions.

GEAC's engagement model is designed to address all seven value drivers within a single structured engagement – creating a compounding effect that accelerates enterprise value growth beyond what any single initiative could achieve alone.

# Founder Perspective

## LEADERSHIP

**Shahéd Said Khan**

Global Business Development Strategist · Technology  
Transfer Specialist · Enterprise Acceleration Architect

Over the course of his career, Shahéd has worked across **more than 25 countries and over 20 industries**, developing relationships spanning North America, Europe, the Middle East, Southeast Asia, and beyond. He is the author of *Hidden Gems of Global Opportunities - Unearthed*.

His work sits at the intersection of technology, business development, strategic partnerships, and international expansion – where the greatest enterprise value is created. GEAC represents the culmination of these experiences: a platform built not from theory, but from decades of real-world deal-making across some of the world's most dynamic markets.

His international experience spans government-level engagements, private sector partnerships, technology transfer programs, and cross-border M&A – giving GEAC a perspective and network that few advisory organizations can match.

### Published Work

*Hidden Gems of Global Opportunities - Unearthed*. A strategic exploration of the overlooked opportunities that exist at the intersection of international markets, technology, and business development. Required reading for any business leader seeking to understand the global landscape of enterprise value creation.



Shahed Khan - Website

### Core Belief

"The greatest opportunities in business are not found in creating new companies. They are found in unlocking the hidden value trapped inside successful companies that already exist. Enterprise value is built deliberately – through strategy, positioning, execution, relationships, and time."



# The GEAC Value Cycle

Enterprise value is rarely created by accident – it is built deliberately through strategy, positioning, execution, relationships, and time. GEAC's approach is cyclical: each phase reinforces the next, compounding value over the engagement period. As the business grows, new opportunities emerge, and GEAC remains engaged to sustain and amplify momentum.



## Assess

Identify gaps and opportunities by examining the business, its market position, and the factors limiting growth.



## Strategize

Build a customized acceleration roadmap aligned to the client's objectives and timing.



## Execute

Activate growth initiatives and partnerships, turning strategic intent into measurable momentum.



## Optimize

Refine the approach to improve efficiency, strengthen narrative, and increase strategic appeal.



## Realize

Position the business to capture the strategic premium it has built.

The GEAC Value Cycle is a strategic partnership model – not a one-time engagement.

**GEAC can re-enter the cycle at any phase, applying new insights and opportunities to continue building enterprise value toward a premium valuation outcome.**



# Closing Statement

# Unlock the Hidden Value Inside Your Company.

The greatest opportunities do not lie in creating new companies – they lie in unlocking the hidden value trapped inside successful companies that already exist. Enterprise value is built deliberately through strategy, positioning, execution, relationships, and time. The gap between what a company is worth today and what it could be worth is often measured in multiples, not percentages.

GEAC exists to close that gap. Through a structured, multi-phase engagement model built on decades of international experience, GEAC systematically strengthens every dimension of enterprise value – transforming undervalued SMEs into enterprises that strategic buyers and institutional investors actively pursue at premium valuations.

**GEAC exists to accelerate that process. Transforming Established SMEs into Internationally Positioned Acquisition-Ready Enterprises.**

## Begin Your Enterprise Acceleration Journey

We invite you to request a confidential Strategic Discovery Session – a no-obligation conversation focused on your company's true enterprise value potential and the roadmap to achieving it.

### Request a Strategic Discovery Session

- Confidential and no-obligation
- Conducted by GEAC's senior leadership
- Focused on your specific enterprise value opportunity
- Available to qualified companies globally

### Global Enterprise Acceleration Consortium

GEAC

Transforming Established SMEs into Internationally Positioned Acquisition-Ready Enterprises

[geac.global](#) (placeholder)

GLOBAL ENTERPRISE ACCELERATION CONSORTIUM

GEAC