



GEAC

Global Enterprise Acceleration Consortium
Unlocking Hidden Value in Successful Companies

**Global Enterprise Acceleration
Consortium**

**The GEAC Enterprise
Value Drivers Matrix**

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The GEAC Enterprise Value Drivers Matrix™

The Science Behind Enterprise Value Acceleration

Most business owners focus on increasing revenue. Sophisticated investors, strategic partners, private equity groups, and acquirers focus on increasing enterprise value. These are not always the same thing.

Many successful companies generate respectable revenues and profits yet remain undervalued because they lack the strategic elements that command premium valuation multiples in the marketplace.

The GEAC Philosophy

- Most advisors help companies operate better.
- GEAC helps companies become more valuable.
- Most consultants focus on activities.
- GEAC focuses on outcomes.
- Most firms concentrate on local growth.
- GEAC combines local strength with international opportunity.
- Most businesses are built to survive.
- GEAC helps position businesses to scale, expand internationally, attract strategic interest, and become significantly more valuable enterprises.
- The greatest opportunity often does not lie in creating new companies.
- It lies in unlocking the hidden value trapped inside successful companies that already exist.
- That is the purpose of GEAC.
- That is the process of Enterprise Value Acceleration.



Enterprise Value Drivers Matrix

Enterprise Value Driver	Strategic Importance	GEAC Value Creation Activities
Revenue Growth	Expands company scale and valuation potential	New markets, new customers, strategic sales initiatives, business development
Revenue Diversification	Reduces dependency and risk	Industry diversification, geographic expansion, new revenue streams
Profitability & EBITDA Growth	Key driver of valuation multiples	Strategic partnerships, operational optimization, margin enhancement
International Expansion	Creates strategic growth opportunities	Global market entry, distributors, representatives, strategic alliances
Strategic Partnerships	Accelerates growth and credibility	Partner identification, negotiations, relationship development
Joint Ventures & Alliances	Enables rapid expansion with reduced risk	Structuring and facilitating domestic and international JVs
Technology Integration	Improves competitiveness and differentiation	Technology transfer, innovation sourcing, commercialization
Intellectual Property Positioning	Strengthens competitive advantage	IP commercialization pathways and strategic positioning
Customer Base Expansion	Demonstrates scalability and demand	International outreach and market development
Market Leadership Positioning	Commands premium valuation multiples	Strategic growth planning and market positioning

Enterprise Value Drivers Matrix (Continued)

Enterprise Value Driver	Strategic Importance	GEAC Value Creation Activities
Brand Equity & Credibility	Increases attractiveness to investors and buyers	Corporate positioning, branding, visibility enhancement
Recurring Revenue Development	Improves predictability and valuation	Licensing, subscription, maintenance, and service models
Geographic Diversification	Reduces market concentration risk	Expansion into multiple domestic and international markets
Institutional Relationships	Improves access and credibility	Government, university, industry, and ecosystem engagement
Management Strength & Governance	Reduces founder dependency	Leadership enhancement and succession planning support
Operational Scalability	Supports sustainable growth	Strategic process improvement and growth infrastructure
Regulatory & Industry Positioning	Critical in regulated industries	Expert partner sourcing and compliance positioning
Investor Readiness	Improves access to capital	Investment preparation and strategic positioning
Acquisition Readiness	Enhances attractiveness to acquirers	Documentation, positioning, and transaction preparedness
Innovation Capacity	Supports long-term competitiveness	Access to innovation ecosystems, research institutions, and emerging technologies

The GEAC Enterprise Value Formula™

Enterprise value growth is not the result of a single action. It is achieved through the coordinated improvement of multiple strategic factors.



The greater the number of value drivers that are successfully strengthened, the greater the potential increase in enterprise value.



Current Position (Illustrative)

Company Revenue: USD 5 Million

- Primarily domestic operations
- Limited strategic partnerships
- Limited international exposure
- Minimal acquisition planning
- Limited technology integration

Indicative Enterprise Value:
USD 5M – USD 7M

After GEAC Enterprise Acceleration

- Expanded revenues and customer base
- Strategic domestic and international partnerships
- Multiple market presence
- Enhanced technology capabilities
- Improved positioning and brand credibility
- Acquisition-ready organizational structure
- Access to strategic investors and growth opportunities

Indicative Enterprise Value: USD 15M – USD 25M+