



GEAC

Global Enterprise Acceleration Consortium
Unlocking Hidden Value in Successful Companies

**Global Enterprise Acceleration
Consortium**

The GEAC Enterprise Value Assessment

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The GEAC Enterprise Value Assessment™

How Valuable Is Your Company Really?

A Strategic Self-Assessment for CEOs, Founders, Owners, and Leadership Teams. Most business owners know their revenue. Most know their profits. Very few know whether their company is operating anywhere near its true enterprise value potential.

-  For each question, score your company from:
- 1 = Weak / Non-Existent |
 - 3 = Moderate / Developing |
 - 5 = Strong / Fully Established



Assessment: Section 1 – Revenue & Growth

Question	Score (1-5)
Do we have a clear and sustainable growth strategy?	---
Has revenue grown consistently over the past three years?	---
Are we generating new business beyond referrals and existing relationships?	---
Are our revenue streams diversified?	---
Can revenue continue growing without significant increases in overhead?	---
Subtotal	___ / 25

Assessment: Section 2 – Market Position

Question	Score (1-5)
Are we recognized as a leader or specialist in our field?	---
Do we possess a clear competitive advantage?	---
Is our brand stronger than most competitors?	---
Are we difficult to replace in the eyes of customers?	---
Are customers willing to pay a premium for our products or services?	---
Subtotal	___ / 25

Assessment: Section 3 – International Readiness

Question	Score (1-5)
Do we currently serve customers outside our home market?	___
Do we have a formal international expansion strategy?	___
Have we identified potential international partners or distributors?	___
Can our products or services be successfully sold internationally?	___
Do we understand which foreign markets offer the best opportunities?	___
Subtotal	___ / 25

Assessment: Section 4 – Strategic Partnerships

Question	Score (1-5)
Do we have active strategic partnerships?	___
Do partnerships contribute to growth and market access?	___
Have we explored joint ventures or alliances?	___
Are we actively building industry relationships?	___
Do we have relationships that provide unique competitive advantages?	___
Subtotal	___ / 25

Assessment: Section 5 – Innovation & Technology

Question	Score (1-5)
Are we continuously improving products or services?	___
Are we utilizing modern technologies effectively?	___
Do we actively monitor emerging technologies?	___
Have we explored technology transfer opportunities?	___
Do we possess unique intellectual property or know-how?	___
Subtotal	___ / 25

Assessment: Section 6 – Leadership & Scalability

Question	Score (1-5)
Can the business operate effectively without daily founder involvement?	___
Do we have a strong management team?	___
Are key responsibilities clearly delegated?	___
Are our systems and processes scalable?	___
Can the company double in size without major disruption?	___
Subtotal	___ / 25

Assessment: Section 7 — Enterprise Positioning

Question	Score (1-5)
Do we maintain a professional market presence?	---
Is our company attractive to investors and partners?	---
Do we have a compelling growth story?	---
Are we positioned for institutional relationships?	---
Does our market perception support premium valuation?	---
Subtotal	___ / 25

Assessment: Section 8 — Acquisition Readiness

Question	Score (1-5)
Are our financial records acquisition-ready?	---
Would an investor clearly understand our business model?	---
Have we identified potential strategic buyers?	---
Have we intentionally prepared the company for a future transaction?	---
Would our company be attractive to an acquirer today?	---
Subtotal	___ / 25

200

Maximum Possible Score

Across all 8 sections of the assessment

Interpreting Your Assessment Results

1

Below 80 – Value Creation Opportunity

The business may be operating well below its potential enterprise value. Focused attention on growth, positioning, partnerships, and scalability may create substantial opportunities.

2

80–119 – Growth Opportunity Zone

The business has meaningful potential but may be constrained by strategic, operational, partnership, or positioning gaps. Addressing these areas could significantly increase enterprise value.

3

120–159 – Strong Foundation with Significant Upside

Your company possesses solid fundamentals but may have unrealized growth and valuation opportunities. Several enterprise value drivers may still require development.

4

160–200 – Enterprise Acceleration Candidate

Your company demonstrates many characteristics associated with high-value enterprises. The opportunity may lie in international expansion, strategic partnerships, acquisition readiness, and enterprise value optimization.

If a sophisticated buyer evaluated your company today, would they see a Business That Generates Revenue – or a Strategic Enterprise Worth Acquiring?

The difference between those two outcomes is often where the greatest enterprise value is created.

Global Enterprise Acceleration Consortium (GEAC)

Transforming Established SMEs into Internationally Positioned Acquisition-Ready Enterprises

Unlocking the Hidden Value Trapped Inside Successful Companies.

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