Prepare Your Business to Be Acquired

50% of business owners are dissatisfied with the sale of their business

Most business owners hoping to sell their business experience either a disappointing sale price, a complete transaction failure, or a post-close integration that erodes trust and value

Preparation before Transaction, to avoid disappointment

A Sale-Ready business is less risky to operate and more valuable to own

Sale Readiness is the difference between being "for sale" and being truly acquirable

Intista helps business owners prepare their organizations to withstand buyer diligence, integrate cleanly into an acquirer's platform business, and deliver on the value story behind the deal

What Acquirers Are Really Buying

Buyers are not acquiring just revenue or a customer base: they are acquiring in search of capability, scalability, and predictability to grow a business.

Does your business have:

- Operations that can be understood, measured, and transferred
- Leadership succession that can operate with discipline and transparency
- Technology and processes that support scale, not dependency
- A culture that can survive ownership change
- Clear governance and decision-making structures
- Risks that are known and documented

When these elements are missing, acquirers compensate with price reductions, difficult earnouts, or increased control. Intista helps sellers eliminate those potential setbacks before they surface.

Start Preparing
- Before the Market Forces You To

Whether your buyer is private equity, a strategic acquirer, or a family office, Intista ensures your company is prepared for the realities that follow the Letter of Intent (LOI).

The best exits are planned—not rushed by circumstance. If you intend to sell in the next 12 to 36 months, now is the time to prepare the business, not just the deal.

Intista helps owners exit with confidence, knowing their business is ready to be acquired, integrated, and successful beyond the sale.

Intista's Sale Readiness Approach

Our methodology is grounded in real-world M&A integration experience

We don't theorize with just strategy: we are experienced practitioners who prepare businesses for what happens during diligence and after closing

1. Align Ownership & Leadership

We begin by securing a commitment from owners and executives. Preparing for a sale requires:

- *Time, effort, and intentional change*
- *Willingness to expose and address weaknesses*
- *Alignment around exit objectives and buyer expectations*
- *We help leadership transition from an owner-operator mindset to an enterprise mindset.*

2. Assess Organizational Readiness

We evaluate how the business will appear through an acquirer's lens. This includes:

- *Operational maturity and repeatability*
- *Financial transparency and reporting discipline*
- *Role clarity and management depth*
- *Dependency on key individuals*
- *Decision rights and escalation paths*
- *The goal is not perfection, but understandability and control*

3. Operational & Process Clarity

Buyers pay premiums for businesses that run the same way every day. We help document and stabilize:

- *Core operating processes*
- *Cross-functional handoffs*
- *Performance metrics and dashboards*
- *Risk management and controls*
- *This reduces perceived fragility and increases buyer confidence*

4. Technology & Data Readiness

Outdated, fragmented, or fragile systems create immediate buyer concern. Intista assesses:

- *System scalability and integration risk*
- *Data quality and accessibility*
- *Reporting reliability*
- *Cyber and operational exposure*
- *We focus on practical readiness, not digital overreach*

5. People, Culture, & Retention Risk

Acquirers want continuity and cooperation, not post-close turbulence. We help sellers:

- *Identify critical roles and retention risks*
- *Clarify accountability and incentives*
- *Prepare leaders for ownership change*
- *Address cultural friction points early*
- *People risk left unmanaged becomes deal risk. People problems are financial problems.*

6. Governance, Documentation, & Story

A compelling sale is supported by evidence. We help build:

- *Clear governance structures*
- *Decision-making records and authority models*
- *A credible operational narrative that matches financials*
- *Readiness documentation that anticipates diligence questions*
- *This enables sellers to control the story, not react to it.*

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