

End Games & Exit Strategies

A Case Study







GLASSHOUSE

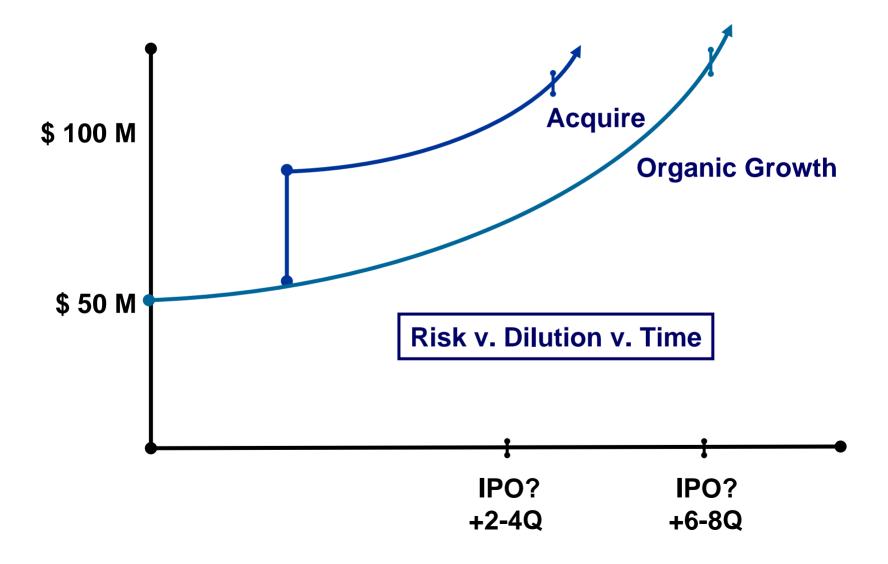
- Glasshouse provides storage consulting services to the F2000
- Founded in 2001; \$50M+ this year
- Premium clients
- Funded by Kodiak, Sigma, GrandBanks, Globespan, Paladin



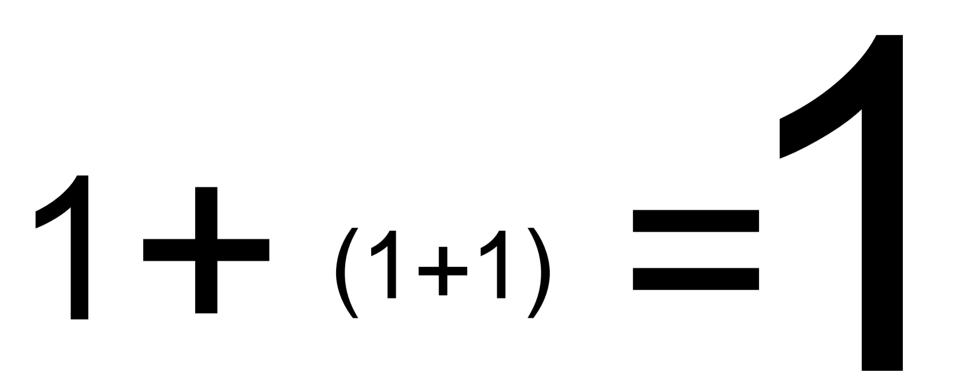
The "Greendale Rule" for a premium valuation:

- High growth
- Profitable
- First mover status
- Market buzz











Process:

- 1. Get BoD approval to explore
- 2. DD acquisition targets
- 3. Model the transactions
- 4. Get a banker
- 5. Confirm valuation
- 6. Get money
- 7. Close all transactions
- 8. Integrate companies
- 9. Road show
- 10. IPO?

Always remember...

"What does the CEO want?"

