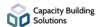# Capacity Building Solutions

BUSINESS ACQUISITION SCREENING CRITERIA

1 = Minimal or No Importance and 7 = Critically Important, Attractiveness: 1 = No Real Interest and 7 = Would Make a Big Impact. N/A is an acceptable response if the issue has no real relevance to your decision. The shade area is a way to plot the attractiveness visually

Issue	A Strategic Importance of Issue (Scale 1-7)	Opportunity Attractiveness (Select Ranking)* - B							B Attractiveness Ranking Selected	C = A x B Weighted Score	D = A x 7 Highest Score	E = C/D Performance Score
		Barrier 1	2	3	4	5	6	Enabler 7				
Strategy/Business Development												
Lifecycle Status of Current Business Model												
Competitive Positioning												
Complements Our Core Competencies												
Corporate Relationships												
Customer Relationships												
Level of Client Risk												
Ability to Leverage Existing Network												
Sales Model												
Access to Sales Talent												
Average Transaction Size												
Upselling Potential												
Market Growth Potential												
Product/ Service Diversification Potential												
Brand/Industry Reputation												
Status of Existing Contracts												

Issue	A Strategic Importance of Issue (Scale 1-7)	Opportunity Attractiveness (Select Ranking)* - B							B Attractiveness Ranking Selected	C = A x B Weighted Score	D = A x 7 Highest Score	E = C/D Performance Score
		Barrier					Enabler					
		1	2	4	3	5	6	7				
Financial												
Capital Intensiveness of the Business												
ERP compatibility												
Economic Model												
Pricing Model												
Cash Flow												
Cash Required to Close Deal												
Comparison to Industry Benchmarks												
Debt Required to Close Deal												
Existing Debt In The Business												
Bad Debt Percentage												
Accounts Receivable Collections Performance												
Financial Stability Over the Past 5 Years												
Revenue Performance Trends												
Costs of Goods Sold Trends												

	A	Opportunity Attractiveness (Select Ranking)* - B							B	C = A x B	D = A x 7	E = C/D
		Barrier					Enabler					
Issue	Strategic Importance of Issue (Scale 1-7)	1	2	3	4	5	6	7	Attractiveness Ranking Selected	Weighted Score	Highest Score	Performance Score
Financial												
Profitability Trends												
Recurring Revenue Potential												
Bank Relationships												
Level of Financial Risk												
Strength of Balance Sheet												

Issue	A Strategic Importance of Issue (Scale 1-7)	Opportunity Attractiveness (Select Ranking)* - B Barrier					Enabler		B Attractiveness Ranking Selected	C = A x B Weighted Score	D = A x 7 Highest Score	E = C/D Performance Score
		1	2	3	4	5	6	7				
Mission/Vision/Values												
Fit with Mission												
Fit with Values												
Fit with Culture												
Operations												
Operational Model												
Operational Efficiency												
Quality Control												
Level of Operational Risk												
Vendor/Supplier Relationships												
HR Capabilities												
Access to Talent												
# of Employees												
Employee Skill Mix												
Employee Turnover Rate												
Level of People Risk												
Labor Intensiveness of Business												
Management Talent												

Issue	A Strategic Importance of Issue (Scale 1-7)	Opportunity Attractiveness (Select Ranking)* - B							B Attractiveness Ranking Selected	C = A x B Weighted Score	D = A x 7 Highest Score	E = C/D Performance Score
		Barrier				Enabler						
		1	2	3	4	5	6	7				
Workforce Skill Requirements												
Other												
Leadership Talent												
Intellectual Property Assets												
Access to Mass Transit												
Average Wage Rate												
Union Status												
Lawsuits Pending												
Location												
Space Requirements												
Status of Existing Facilities												
Lease Commitments												
Technology Requirements												
Level of Innovation In the Company												
Use of Artificial Intelligence												
Access to Data												

	A	Opportunity Attractiveness (Select Ranking)* - B							B	C = A x B	D = A x 7	E = C/D
		Barrier				Enabler						
Issue	Strategic Importance of Issue (Scale 1-7)	1	2	3	4	5	6	7	Attractiveness Ranking Selected	Weighted Score	Highest Score	Performance Score
Cybersecurity Risk												
Overall Risk/Reward Tradeoff												
Count												
Total Score												
Grand Average												

● Rank Attractiveness visually and numerically — and what is this telling you?

_____

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● Please Note: If you don't have a ranking or rating, please put N/A in that cell.

● Now that I've conducted this analysis, is there anything I need to drill down on further or get more clarity on before making a decision?