

Candidate Assessment Score Sheet

Begin by entering the name of up to 20 companies you wish to evaluate in the left-most column. In the cells provided, please indicate how these companies score (using the 1-5 scale detailed below) for each of the criteria listed at the top of the table. For service/product offerings, please enter the criteria applicable to your business. You may assign weightings to the criteria, however if you do, the weightings must sum to 100%.

SCORING KEY: Weak = 1 Medium = 3 Strong = 5

Weight (Optional - Must sum to 100%) →	Overall Company Fit				Geographic Coverage		Service/Product Offerings			Likelihood of Sale
	Management Team	Customer Base	Labor Relations	Share of Total Market	Domestic	International	[insert offering]	[insert offering]	[insert offering]	

Total Weight
0.00%

Acquisition/Partner Candidate (Enter company name)	Candidate Sales (\$MM)

Candidate	Overall Appeal

Mode of Entry Assessment Score Sheet

For each analysis factor listed, please score each mode of entry option using the 1-5 scale detailed below. You may weight the four categories, as well as the sub-categories; however if you do, these weightings must sum to 100%. The total weight is listed for your convenience on the right hand side of each section.

SCORING KEY: Very Unattractive = 1 Neutral = 3 Very Attractive = 5

SCORING KEY: Very Unattractive = 1 Neutral = 3 Very Attractive = 5

Strategic Fit

Investment Requirements

Category Weight (Optional - Must sum to 100% for Overall Assessment) →		Cultural Fit	Ability to Apply Brand	Geographic Coverage	Customer Synergy	Management Expertise	Integration Complexity	Other
Sub-Category Weight (Optional - Must sum to 100% for category) →								
Market Entry Options								
Asset-Based	Acquire	1. Major Company						
		2. Major "Pure Play"						
		3. Roll-up of Multiple Smaller Companies						
		4. Development of Small Company into						
		5. Partnership, JV, Minority Stake						
	6. Start Up							
Non-Asset Based	7. Acquire							
	8. Start Up							

Check: Total Strategic Fit Sub-Weighting
R.00%

Check: Total Investment Requirements Sub-Weighting
R.00%

Financial Impact

Risk Profile

Category Weight (Optional - Must sum to 100% for Overall Assessment) →		Short-Term Revenue Impact	Likelihood of Obtaining Financing	Likelihood of Achieving Target ROE	Impact on Core Business	Preservation of Capital for Other Strategic Investments	Other
Sub-Category Weight (Optional - Must sum to 100% for category) →							
Market Entry Options							
Asset-Based	Acquire	1. Major Company					
		2. Major "Pure Play"					
		3. Roll-up of Multiple Smaller Companies					
		4. Development of Small Company into					
		5. Partnership, JV, Minority Stake					
	6. Start Up						
Non-Asset Based	7. Acquire						
	8. Start Up						

Check: Total Financial Impact Sub-Weighting
R.00%

Check: Overall Assessment Weight
R.00%

Check: Total Risk Profile Sub-Weighting
R.00%

Overall Scoring

Market Entry Options		Strategic Fit	Investment Requirements	Financial Impact	Risk Profile	Overall Attractiveness
Asset-Based	Acquire	1. Major Company				
		2. Major "Pure Play"				
		3. Roll-up of Multiple Smaller Companies				
		4. Development of Small Company into Scale Player				
	5. Partnership, JV, Minority Stake					
	6. Start Up					
Non-Asset Based	7. Acquire					
	8. Start Up					

Mode of Entry Selection Filter

Please select the market entry options you wish to consider for each company previously entered. To place a check mark in the relevant boxes, simply left click on the box; click again to remove the check mark.

Mode of Entry Options			Acquisition/Partner Candidates (Companies 1-10)										
Asset-Based	Acquire	1. Major Company	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
		2. Major "Pure Play"	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
		3. Roll-up of Multiple Smaller Companies	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
		4. Development of Small Company into Scale Business	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	5. Partnership, JV, Minority Stake		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	6. Start Up		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Non-Asset Based	7. Acquire		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
	8. Start Up		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

Mode of Entry Options			Acquisition/Partner Candidates (Companies 11-20)										
Asset-Based	Acquire	1. Major Company	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
		2. Major "Pure Play"	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
		3. Roll-up of Multiple Smaller Companies	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
		4. Development of Small Company into Scale Business	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	5. Partnership, JV, Minority Stake		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	6. Start Up		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Non-Asset Based	7. Acquire		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
	8. Start Up		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

Mode of Entry and Target Evaluator Results

The Overall Ranking dashboard reports the top five combinations of mode of entry and candidate company by averaging the mode of entry and acquisition/partner candidate scores. In addition, separate dashboards report the individual top five candidates and modes of entry by attractiveness. To populate the dashboard, please click the button to the right. You will need to click this button to re-evaluate the results if new data is added or the existing mode of entry or candidate data assessment data is altered.

Evaluate Data

SCORING KEY: Very Unattractive = 1 Neutral = 3 Very Attractive = 5

Overall Ranking

Rank	Candidate	Optimal Mode-of-Entry	Attractiveness
1			
2			
3			
4			
5			

Acquisition/Partner Candidate Ranking

Rank	Candidate	Attractiveness
1		
2		
3		
4		
5		

Mode of Entry Ranking

Rank	Mode of Entry	Attractiveness
1		
2		
3		
4		
5		