

# Case Study

## Preparing an Exit Strategy

### Strategy Development

### Situation

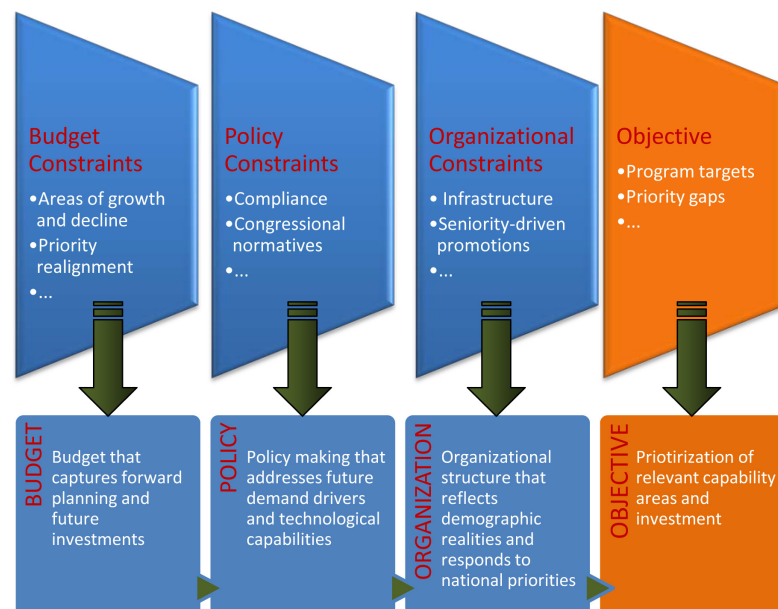
Diligent Innovations conducted a strategic assessment and analysis of exit alternatives for a small U.S. defense contractor in the 3-5 year time frame.

### Solution

Our project scope included analysis of the current financial state of the firm, the match between skills and needs of human capital, and clear articulation of the needs and preferences of senior leadership. Specifically, Diligent's activities included:

- Market assessments and trends analysis in defense, homeland security, and other government fields;
- Strategy sessions with senior corporate leadership;
- Internal interviews and focus groups; and
- Comprehensive "analysis of alternatives" briefings for paths forward.

Our analytical framework included assessment of the three critical areas of operational, financial, and marketplace realities, as depicted below:



### Results: Timely Trade-offs Lead to a Successful Exit

Diligent was able to assess the current and future prospects of the firm and assist senior leadership in successfully recognizing the need to reorient priorities and resource allocation to better align with a planned exit in the near to medium term.

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