

Pre-Sale Readiness Program

ETONIEN supports management teams and investors in preparing for sale by ensuring financial and operational readiness ahead of diligence. Our focus is on aligning financial reporting, operations, and data integrity with buyer and lender expectations to protect value and accelerate deal execution.

Program Duration: 8–12 Weeks

Leadership: ETONIEN Interim CFO | Transaction Advisory Team

Engagement Model: Weekly deliverable-based cadence with sponsor visibility

Sale Readiness Deliverable Package

- Pre-Sale Financial Readiness Scorecard
- Working Capital & KPI Bridge
- QofE Support Binder (Schedules & Reconciliations)
- Sell-Side Data Room Index
- Transaction Readiness Dashboard

Key Workstreams	Objective	Sample Deliverables
Financial Reporting	Ensure GAAP-compliant, audit-ready financials that reconcile to the general ledger	Clean monthly close, disclosure notes, audit tie-outs
QofE Lite / Diligence Support	Support third-party QofE providers or lenders by preparing defensible data, schedules, and bridge analyses. ETONIEN does not issue formal QofE reports.	Normalized EBITDA schedules, working capital peg analysis, data room support
Forecast & KPI Model	Present credible, defensible forward-looking metrics	Board-approved model with assumptions book and KPI dashboard
Tax Readiness	Eliminate exposure and support transaction structure modeling	Sales/use tax remediation plan, NOL validation, R&D credit support
Legal Entity & Structure	Present clean, defensible corporate structure	Intercompany reconciliations, IP assignments, entity chart
Systems & Data Integrity	Ensure buyer diligence access to complete, reliable data	ERP data validation, cybersecurity posture summary
People & Retention	Demonstrate organizational continuity	Org charts, retention plan, bonus accruals
Data Room Enablement	Populate diligence materials efficiently	Structured data room index, version control, Q&A workflow

Our Approach

Diagnostic Assessment (Weeks 1–2)

Rapid review of financials, controls, and reporting infrastructure. Identify gaps relative to buyer diligence expectations.

Remediation & Standardization (Weeks 3–8)

Address audit issues, clean account reconciliations, document policies, and implement normalized reporting packages.

Transaction Enablement (Weeks 9–12)

Prepare diligence-ready schedules and bridge analyses, support third-party QofE and lender reviews, and coordinate data room population.

Typical Outcomes

Accelerated diligence and reduced disruption during the sale process

Higher valuation confidence via normalized EBITDA and defensible adjustments

Clean audit/QofE outcomes through collaboration with third-party providers

Streamlined data room improving buyer and lender experience

To discuss our full range of capabilities, please contact:

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Building Enterprise Value Before the Sale

ETONIEN's interim finance professionals don't just prepare companies for diligence—they help build the enterprise value story well in advance of a transaction. By embedding hands-on CFOs, Controllers, and FP&A leaders 12–24 months before a sale, we professionalize the finance organization across people, systems, and process dimensions, delivering the same transformative impact that new investors typically pursue in their first 100-day plan—only we do it *before* the deal.

Early Value Creation Focus

People: Upgrade the finance organization with the right leadership structure, training, and role clarity to instill accountability and ownership of financial results.

Systems: Implement or optimize ERP, reporting, and planning platforms (NetSuite, Intacct, Power BI, Adaptive, etc.) to enable real-time visibility and scalability.

Process: Streamline order-to-cash, procure-to-pay, and record-to-report cycles, driving faster closes, cleaner audits, and stronger control environments.

Capturing Value Before the Exit

- By executing these initiatives pre-sale, owners benefit from:
- Increased buyer confidence in the management team's maturity and scalability
- Higher valuation multiples tied to institutional readiness
- Reduced post-close transition friction and lower reliance on earn-outs
- A smoother diligence process and stronger negotiation leverage

How ETONIEN Adds Value

Our interim leaders operate with an investor's lens, implementing the same playbook that PE sponsors deploy post-close—operational rigor, financial visibility, and discipline around cash, reporting, and KPIs. This proactive approach enables founders and existing shareholders to capture value that would otherwise accrue to new investors, effectively monetizing the upside of professionalization *before* the sale.

ETONIEN is the force multiplier behind operational success. Work with us.

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