

# Government Contracts Practice Group

## SPECIAL BRIEFING

# Financial Strategies for Government Contractors

Companies engaged in the government procurement market often manage their business with their primary, if not exclusive, focus on performing existing contracts or writing winning proposals for the next one. This focus may overlook a critical fact — a business operates on *business* fundamentals. Perhaps the most important fundamental is maximizing the value of the business for the owner.

In this Special Briefing, Holland & Knight Consulting's experienced business consultants will present, explain and discuss three significant elements for maximizing value to government contractor owners:

**What is the True Value of Your Government Business?** You will learn the reasons behind the recent strengthening value trends in this market, the key indicators of market value and future market prospects. This information will improve your ability to finance expansion or to sell a portion or all of your business.

**How Can You Increase Its True Value?** You will learn and evaluate strategies for sound growth that can be gained from mergers and acquisitions, strategic partnerships with businesses both inside and outside government business and refinancing techniques to expand and strengthen your operations.

**How Can You Monetize Its True Value?** Shareholders rarely benefit from dividends and owner/employees cannot receive compensation commensurate with business value. You will learn how to unlock the market value of your company with a number of alternatives including selling, mergers, ESOPs, refinancing shareholder loans and selling shares.

**WEDNESDAY, OCTOBER 3, 2001**

**8:30 - 10:30 a.m.**

**Hilton McLean Tysons Corner**

**7920 Jones Branch Drive**

**McLean, Virginia 22102**

For reservations or more information, please contact Melissa Shuman at [mkshuman@hklaw.com](mailto:mkshuman@hklaw.com)

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**REGISTRATION**

**Name** \_\_\_\_\_

**Title** \_\_\_\_\_

**Company** \_\_\_\_\_

**Address** \_\_\_\_\_

**City** \_\_\_\_\_ **State** \_\_\_\_\_ **Zip** \_\_\_\_\_

**Phone** \_\_\_\_\_

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