



azureient

corporation

GUIDE TO SELLING YOUR COMPANY
TO AZUREIENT CORPORATION

Introduction

Selling your business can be a daunting task; one full of mixed emotions and high expectations. When you have decided it is time to move on, the first place most people look at is a business broker. They have connections, websites, and possibly a network to spread the word around. With over two million businesses for sale out there listed, you have a lot of competition for the right buyer.

This guide is intended for those who have been looking to sell their business, whether listed or unlisted, or even just thinking about it. What we are going to provide you is information about Azureient, what we do, and how your business fits into all of this.

About Us

Azureient Corporation was initially founded in 2017 in Florida. We relocated to Colorado in 2018 and began a new transformation. Initially we focused on real estate, but moved into a holding company that acquires, develops, and sells subsidiaries and IP. We are not a large company, but we are one drive by success, determination, and passion for the businesses of tomorrow.

Our Focus

We are focused in the following industries:

- **Technology**- Fintech, business process automation, AI, future technology advancements for business
- **Infrastructure**-
- **BPO**- call center operations, backend services, document security, and
- **Advertising/Digital Media**- Companies engaged in advertising, gaming, and digital media delivery
- **Hospitality Services**- Vendors for hospitality products and services
- **Logistics/Transportation**- Logistics and transportation moving goods cross country and globally

Other Focuses

Azureient accepts offers from other industries including hospitality, restaurant, b2b services, and manufacturing. While outside our scope, we consider each potential acquisition on a case-by-case basis.

What We Don't Acquire

- Franchises
- Adult entertainment
- Unproven ideas or models
- Businesses that need a special licensed individual (contractor license for example) to operate

Locations

We are interested in companies in the following locations:

ASIA China (Mainland & Hong Kong) India Japan Singapore South Korea Vietnam	EUROPE All of Europe
NORTH/SOUTH AMERICA Brazil Canada Chile Mexico USA	AFRICA/PACIFIC Australia/New Zealand Namibia South Africa

Locations outside of these may be considered depending upon the company and political/economic climate of that area. We do not engage in businesses located in areas that we are prohibited from doing business with by law under the United States of America.

Offering Process

Our offering process is broken down into 3 steps:

- Initial Contact
- Due Diligence
- Offer & Closing

Initial Contact- The initial contact provides us with information about your company so that we may carry out our due diligence. You submit the information to us, under confidentiality, and we do an initial review to see if your company meets our focus and interest. If declined, you will receive a notice from us explaining that we are not looking to pursue further interest. If accepted, your company moves to our due diligence stage.

Due Diligence- This stage is where we review in more detail, your company, organization operations, and financials. We are not necessarily looking for high performing companies, but rather we are interested in what we can bring to the company. This approach is different in that we take risks based on our ability to enhance and grow the company after acquisition. Due diligence is not an offer, but rather an assessment of the possibilities.

Offer & Closing- Once we have decided to move forward, we make our offer and closing terms.

FAQs

Do you buy companies for lump sum payments?

Yes and no. We do not always make lump sum offers, but we do on occasion.

My industry isn't listed, can I submit my company?

Absolutely. Our goal is to be open to other industries and markets that could be of value.

Can I stay on after selling?

Most times, yes. Companies with a strong leader who is the owner makes for a great transition. Owners can choose to remain in their current role, where possible, or even take a different job. Some owners like to remain board members, others want to get into an operations position. We sort these out initially before moving forward.

How do I get paid in a financing sale?

We put together a package that outlines the terms and conditions of the financing. It will outline the annual amount you will receive and for how long. Usually terms are around 10-20 years, with a sooner payoff depending on other factors.

What kinds of buyouts do you do?

- Management buyout
- Investor buyout
- Leveraged buyout

Is 100% seller financing for me?

This depends on your goals and expectations. Be sure to read out Total Seller Financing factsheet to learn more how this works.

Contact Us

Send your business information to us at submission@azureient.com