



Unlock **+15 to 25% Increase** in Business Valuation

Bridge the gap between manual operations and tech-enabled
exit multiples for founders and exit planners

Request a Demonstration: info@mach-ai.com

Attract Buyers at **Premium Valuation**

Scalability Drives Enterprise Value

Strategic buyers and Private Equity firms aggressively pursue targets that are **Scalable Tech-Enabled Platforms**.

Decoupling growth from operational overhead breaks the "**Scalability Ceiling**" and attracts buyers.

Key Outcome

Transform your business into a scalable platform that commands **premium exit multiples**.



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The Valuation Gap



Labor-Intensive

Growth is linearly **tied to headcount**. Buyers see high variable costs and operational **risk** during due diligence.



Tech-Enabled

Growth is decoupled from headcount. Proprietary **AI and automation** become assets that create **high-margin scalability** and **defensible IP**.

Mach-AI's Pillars of **Value Creation**



Operational Automation

Replace high-friction manual processes with custom **Conversational AI and automated workflows.**



Machine Learning-Driven Growth

Identify the "**DNA**" of your most successful initiatives and projects to create a data scientific model to **improve ROI and cash flow.**



Redundancy Elimination

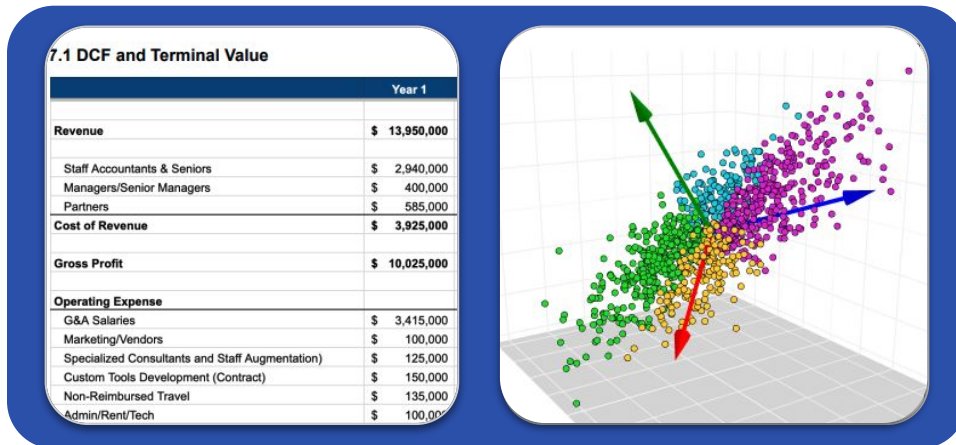
Eliminate value-eroding redundant processes and **consolidate** them to achieve **scalable operations** without proportional increases in staff.

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Mach-AI's Roadmap to Premium Valuation

Phase 1: Diagnostic

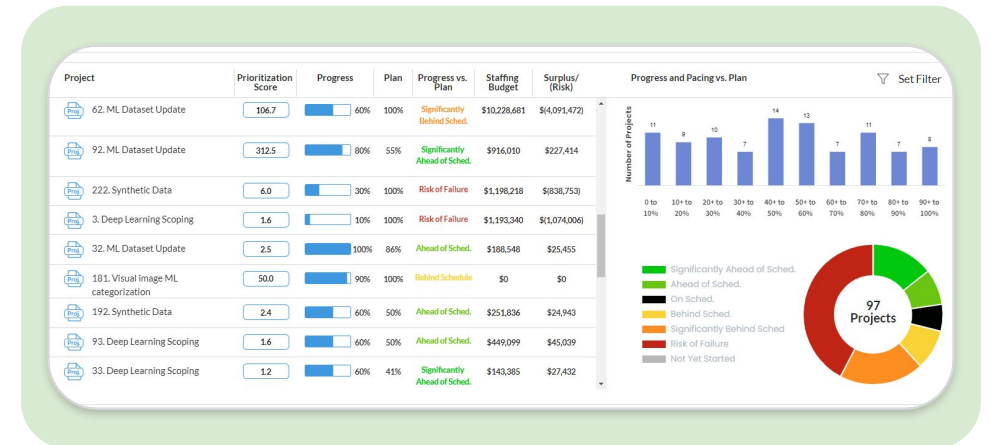
48-HOUR ASSESSMENT



Deep-dive **valuation assessment** identifies opportunities for **growth and cost-savings**.

Phase 2: Execution

TECHNICAL BUILD



Custom implementation of **AI agents, automation, and software**.

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Phase 1: The Diagnostic

Customized 20-Page Strategy

48-Hour Valuation Audit

Our proprietary AI and Machine Learning models analyze your business across **3 lenses** to identify opportunities to increase valuation:

- ✓ Processes Poised for AI & Automation
- ✓ Replicating Success “DNA” Across Investments
- ✓ Eliminate Redundant Value-Eroding Processes

Valuation Growth Strategy

4.2 Recommended Solution - Orchestrated AI Agents and RAG-Enabled Conversational AI: To resolve the “Human API” and circular labor challenges, the firm must transition from manual data “stitching” to an integrated **Conversational AI framework powered by autonomous AI Agents**. By deploying agents configured with API-level access to disparate systems like Procore, QuickBooks, and CCH Engagement, the firm can automate line-by-line invoice normalization and bank reconciliation. These agents act as digital “middleware,” performing real-time data validation and cross-platform synchronization. Through a Large Language Model (LLM) interface, staff can simply prompt the system to “Reconcile Keystone’s Q4 subcontractors,” triggering a workflow that eliminates the need for manual data movement between unlinked client portals and internal workbooks.

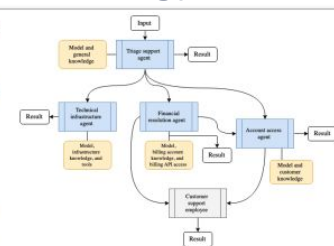
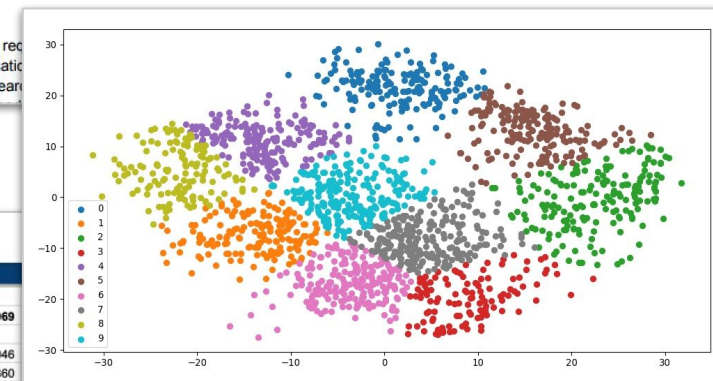


Figure 1: Sample AI Agent Work

Parallel to this, the implementation of **Retrieval-Augmented Generation (RAG)** is recommended to integrate the firm’s fragmented intellectual property into a searchable “Firm Brain.” This Conversational AI framework allows Senior Managers to instantly query the firm’s entire history of multi-state nexus research.

Machine Learning-Based Models



Financial Model

7.1 DCF and Terminal Value

	Year 1	Year 2	Year 3		
Revenue	\$ 13,950,000	\$ 14,996,250	\$ 16,120,969		
Staff Accountants & Seniors	\$ 2,940,000	\$ 3,028,200	\$ 3,119,046		
Managers/Senior Managers	\$ 400,000	\$ 412,000	\$ 424,360		
Partners	\$ 585,000	\$ 602,550	\$ 620,627	\$ 639,245	\$ 658,423
Cost of Revenue	\$ 3,925,000	\$ 4,042,750	\$ 4,164,033	\$ 4,288,953	\$ 4,417,622
Gross Profit	\$ 10,025,000	\$ 10,953,500	\$ 11,956,936	\$ 13,041,088	\$ 14,212,172
Operating Expense					
G&A Salaries	\$ 3,415,000	\$ 3,488,200	\$ 3,563,596	\$ 3,641,254	\$ 3,721,241
Marketing/Vendors	\$ 100,000	\$ 103,000	\$ 106,090	\$ 109,273	\$ 112,551
Specialized Consultants and Staff Augmentation)	\$ 125,000	\$ 128,750	\$ 132,613	\$ 136,591	\$ 140,689
Custom Tools Development (Contract)	\$ 150,000	\$ 154,500	\$ 159,135	\$ 163,909	\$ 168,826
Non-Reimbursed Travel	\$ 135,000	\$ 139,050	\$ 143,222	\$ 147,518	\$ 151,944
Admin/Rent/Tech	\$ 100,000	\$ 103,000	\$ 106,090	\$ 109,273	\$ 112,551

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Phase 2: Bespoke Execution

Strategy Implementation

AI Agents

What is the recommended staffing for Built for Leaders?

Project: Built for Leaders - Chris Ruhe

Recommended Staffing:

- **Dept 1:** FTEs: 0.7, Utilization 11%
- **Dept 3:** FTEs: 0.2, Utilization 2%

what is the recommended duration for BPX Energy? Send

Business Reporting

Category	Value
Initial Budget	\$391.00M
Maint. Adjustment	-\$46.58M
Non-Prod. Adjustment	-\$8.70M
Recommendation	\$405.32M
Other Adjustment	+\$58.60M
Final Budget	\$33.82M
Another Adjustment	-\$5.46M
Final Recommendation	\$280.64M

Custom Software

```

graph TD
    RS[Richard Simpson  
VP of Engineering] --> VE[Victor Evans  
Sr. Software Engineer]
    RS --> SF[Stanley Fleming  
VP of Engineering]
    RS --> AM[Albert Malone  
Associate Software Engineer]
    RS --> TM[Teri Murray  
Sr. Director of Engineering]
    VE --> FH[Frank Hiezens  
Sr. Director of Engineering]
    VE --> ES[Ernesto Singson  
SVP of Engineering]
    SF --> CB[Clint Barber  
Director of Engineering]
    SF --> HZ[Hubert Zimmerman  
Sr. Software Engineer]
    AM --> HP[Horace Pratt  
Software Engineer]
    TM --> DS[Debra Saunders  
Engineering Manager]
    
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Turning Insights into Increased Valuation

We implement the **technology layer** that transforms your business into a **scalable platform**.

Custom AI Agents: Automation of workflows, retrieve insights in a flash, and support clients.

Business Reporting: Real-time visibility into financial health, economics, and operational KPIs.

Custom Software: Custom software creates differentiating IP that justifies premium valuation.

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Getting Started is **Easy**

Mach-AI takes the wheel to build your custom strategy based on **data you already have**. Data privacy and confidentiality are our **top priorities**.

<u>Category</u>	<u>Example Inputs</u>
Financials	<ul style="list-style-type: none"> ● Historical Financials: Revenue, cost of revenue or cost of goods sold, operating expense by type, net income, cash flow, etc. - by business line if available.
Project Data	<ul style="list-style-type: none"> ● Project List Excel: Descriptions of each project and employee hours worked - for the most recent month or quarter if available. ● Management's Notes on leading initiatives, projects, and investments. E.g., What are the important projects that employees work on.
CRM Data	<ul style="list-style-type: none"> ● CRM Data: Documentation on clients and prospective clients, as well as their potential revenue and costs required to service. ● Management's Notes on any notable clients or customers.
HR Data	<ul style="list-style-type: none"> ● HR File: Role, reporting structure, and compensation - anonymized and scrubbed of any personally identifiable information.
Strategy	<ul style="list-style-type: none"> ● Management's Notes summarizing strategic vision and long-term plans.

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Case Study: CPA & Financial Advisory Firm

Mach-AI's methodology increases **topline and bottomline metrics, exit multiples, and exit value.**

	<u>Revenue Multiple</u> (1.0x - 1.25x)	<u>EBITDA Multiple</u> (3.5x - 4.0x)	<u>DCF & Terminal Value</u>
Baseline value	\$14MM to \$17.5MM	\$21MM to \$24MM	\$23.2MM to \$27.6MM
Mach-AI Impact			
AI Transformation	+\$3.7MM to \$4.0MM <i>+23% to 26.3%</i>	+\$6.6MM to \$7.3MM <i>+30.5% to 31.6%</i>	+\$4.5MM to \$5.3MM <i>+19.1% to 19.3%</i>
“DNA” for Growth	+\$1.7MM to \$2.6MM <i>+12.0% to 15.2%</i>	+\$4.1MM to \$4.6MM <i>+19.1% to 19.5%</i>	+\$3.2MM to \$3.7MM <i>+13.5% to 13.6%</i>
Redundancies & Efficiencies	+\$0.7MM to \$1.4MM <i>+5.0% to 8.0%</i>	+\$5.5MM to \$6.2MM <i>+25.7% to 26.2%</i>	+\$3.8MM to \$4.4MM <i>+16.0% to 16.3%</i>

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M&A, Tech, AI, & Machine Learning Pedigree

Ziye Lin

Chief Executive Officer



Ziye was previously a Director in FTI Consulting's Technology, Media, and Telecom practice, where he led engagements for due diligence, analytics, M&A advisory, and merger integrations.



Stevie Rhim

Chief Business Officer



Stevie previously worked as a Director of Product Management/Marketing in the high-tech sector where he led both engineering and commercial efforts to launch multiple hardware and software full-stack solutions to market.



Simon Stransgaard

Chief Technology Officer



Simon has 30+ years' programming experience, with experience in banking, healthcare apps, and industrials such as ABB. Since 2020, he has been specializing in machine learning initiatives.



Tej Singh

AI & ML Science Advisor



Tej has 30+ years' experience in high performance computing, bridging academia, government, and industry to scale data-driven discovery. He specializes in distributed computing, AI, and data science.



Secure Your Premium Exit

Contact Mach-AI today to initiate your 48-hour valuation assessment.

[INQUIRY & DEMONSTRATION](#)

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