

Complex business situations require experience and vision. This client came to us with experience in their particular field but needed support and clarity in how to structure a financial and business relationship with multiple entities all while not getting bogged down in negotiations. The Compass Team developed significant documentation and financial modeling that delivered the deal team as well as a financial partner able to support the multi-million dollar project.

### **Situation:**

- The client was an experienced Electric Power Plant Contractor Group
- The client was seeking capital to finance a Private Power Plant
- They needed extensive business planning expertise to approach investors

### **Challenge:**

- The business concept is complex including multiple teams and stakeholders creating a need to concise communication
- The project required identifying an investment group with significant resources

### **Actions:**

- Conducted extensive research into similar business models
- Employed detailed financial modeling on projections
- Interviewed multiple investment groups
- Participated in numerous negotiations and interviews
- Taken an on-going role in strategic business consulting

### **Results:**

- Developed a detailed memorandum and business plan document
- Delivered financial commitments from a global investment group
- Maintaining long-term relationship with client group as strategic advisor