

Strategy Consulting & Advisory Services



Strategy Consulting & Advisory Services

<http://www.valt-ent.com>

Executive Summary

VALT Enterprises, LLC (VE) is a leading-edge developer of hypersonic delivery systems designed to address the suborbital and orbital mission requirements of both, the fast-growing nanosatellite market and the defense industry. While taking the comprehensive needs of the New Space industry into account, VE's mission specifically focuses on addressing the emerging nanosatellite market's pent-up demand for first-class, flexible, frequent and affordable access to

space; a capability, which, until now, has eluded the traditional space launch industry. VE not only views itself as a provider of dedicated launch services to the emerging nanosatellite market, but also as a partner to the New Space industry, which shares the common goal of eliminating any and all barriers to achieving sustained market growth.

The company was struggling to attract investors to launch their product on the market despite having a prototype and approval from agencies in the US. We have been engaged to review and finalize their business plan, their financial projections, the presentation to investors, the structure of the company to attract investors and advise the management team of their strategy moving forward.

Challenges

The interview with the Owner/CEO/CTO and the CMO revealed that their goal was to get funding to develop, finalize their product (prototype was ready and tested by agencies) rent a facility for their company. We discovered during our initial review that important parts were missing from their business plan such as their sales & marketing strategy, go to market strategy, their financial projections were not finalized, their competition and business model as well as the SWOT analysis were not completed. We agreed that we would work with them to finalize the business plan, their financial, the deck for investors as well as the executive summary so they can introduce their company and project to investors. While we were working on this list of items we advised the management team on their strategy for short and long term in this market.

Solution

We spent 3 months with the Management Team to update and clarify the business plan including their 5 years financial projections, Go to Market strategy, SWOT analysis, their expansion strategy and create an Executive Summary as well as a full presentation for investors.

Results, Return on Investment and Plans

The company has been introduced to investors of all sorts such as family offices or private investors. They have received a few investment proposals that they will analyze. The space agency and others contacted them to work on specific projects and get funding through a few government programs.