



# Strategic West

## Strategic Planning and Venture Capital Corporation

**Lower Mainland Office: Bob Embury** 3305 Garibaldi Drive North Vancouver: Cell: 778-231-4545

Email: [bembury@shaw.ca](mailto:bembury@shaw.ca)

**Calgary Office:** Suite 22 – 100 6<sup>th</sup> Avenue SW Calgary T2P 0P5: **Office: 403-698-8894**

Email: [strategicwest22@yahoo.com](mailto:strategicwest22@yahoo.com)

# Three Services

Strategic West is based out of Vancouver and Calgary. The partnership delivers:

- Strategic Planning
- Venture Capital
- Sales and Marketing



## We Link the Seller to the Buyer

- We look for business opportunities that have potential
- Our buyers **need** business opportunities that have potential



We help our sellers “position” their sale

1. Prepare Business Valuation
2. Balance Sheet
3. Profit/loss
4. Debt
5. Owner's Salary



We help our sellers “position” their sale

6. Position of Assets

7. Return on Invested Capital

8. Market Share

9. Market Position

10. A Business Plan



We help our sellers “position” their sale

11. Find Qualified Buyers
12. Match the Buyer to Seller
13. Reduce Unnecessary Assets
14. Key People
15. Create a win-win



# Deal or No Deal?

A world leader in highly automated, award winning eCommunity software.

- The company has no debt, no real competition, and superior management. The target market is major multi national corporations and Federal, Provincial/State and Municipal governments. They have invested over \$13M in software development.



## Deal or No Deal?

Gas distribution to residential and commercial units in British Columbia (and Alberta).

- This is a new venture with an experienced team about to enter the deregulated (May 2007) gas distribution market in British Columbia. They will compete for over 800,000 customers who now use one distributor.



## Deal or No Deal?

Music, hotels and sports entertainment

- The company holds the rights to 17 original Shania Twain songs. They have partnered with an international business group and are extremely well financed.

