

ALTIKA

Altika is a privately held strategy consulting company with core competencies in M&A advisory, new venture services, patent intermediary services, e-business strategy, market entry ("go" v. "no-go"), and turn-around / liquidity engineering. Altika is located in Marietta, GA, USA.

Altika is assisting with globally based, rapid liquidity events (sale, or merger) for the New Economy. Whether a company is looking to launch a new venture, expand worldwide, merge, sell, or acquire, Altika's team will execute.

Rapid liquidity event execution – Mergers, acquisitions and intellectual assets liquidation

If a company is looking for an exit strategy or selling off its intellectual (patents) or business assets, Altika will provide the most efficient and effective means to attain that goal.



M&A advisory

A systematic approach is conducted, to ensure that M&A deals succeed, through detailed assessments of options and preparation of a comprehensive enterprise-wide M&A strategy plan with a 1-3-5 year direction outlining the type of strategic acquisitions, allowing them the anticipated target growths through mergers and acquisitions, and acquisitions of intellectual properties. This strategic road map ensures a client's expected return on investment.



CEO-level strategic advice and assistance

An Altika senior executive will add his or her expertise to a company's strategic planning process.

New Venture Services

For new ventures, we develop business plans complete with market research / competitive intelligence analysis and financial modeling that answer questions that sophisticated investors look for. We also assist companies for success fees with strategy and capital fund-raising (loans, angel, VC).

Active board-level involvement – director/advisor

An Altika principal can take a board seat (director or advisor) and channel our vast knowledge base, resource pool, and up-to-date market familiarity to the client company.

Altika is assisting technology, telecommunications, Internet and software companies; as well as, traditional industries with quality liquidity and strategy consulting.

Contact Information:

ALTIKA CORPORATION

Lars Harrison, President & CEO

4371 Roswell Rd.

Suite 160

Marietta, GA 30062

Phone: 770-274-9417

Efax: 610-862-3159

lharrison@altika.com

<http://www.altika.com>

Frequently Asked Questions

What is the focus of Altika?

Altika is dedicated exclusively to servicing the needs of clients with liquidity and strategy consulting.

What are your fees?

Altika will assess your business and the success you are looking for to determine the correct fee structure. We can be retained for monthly fees of \$2,500 to \$20,000 with a set performance and hourly package or on an hourly advisory rate. Project type work has a set pricing structure. M&A deals & liquidity transactions are on a contingency-based structure with a percentage of the total transaction. We will be paid in like kind after the client has been paid.

How does Altika differ from other firms?

Altika uses proven methodologies and due diligence in all subject areas to ensure success for all our clients.

A transaction of any size is an enormous undertaking. It is not surprising, therefore that CEO's with experience in mergers and acquisitions are the first to recognize the value of representation. For instance, just creating a compelling valuation model for an acquirer is extremely difficult, but absolutely essential to negotiating a fair market value.

Our approach involves: valuation of each asset assigned for liquidation or sale; identifying and researching targets; preparing necessary Executive Summaries; contacting each target; scheduling and attending meetings; creating and presenting valuation models; incubating competition; negotiating terms and conditions; and keeping all parties engaged through the closing of a deal.

We sign service agreements and NDAs to cover all our representations, and provide constant communications of the progress for each campaign.

Altika maintains strategic partnerships & alliances with other M&A firms and has a vast network of contacts with executives in various industries to determine M&A opportunities that our clients will benefit from.

Can you prevent Mergers & Acquisitions from failing?

Nearly half of all technology, Internet and software executives expect that their businesses will enter a merger or acquisition in the next three years. Executives cite the reasons that many M&A deals fail, such as: poor integration strategies; key employee leaving; lack of compelling strategic rationale (not complementary to existing business or fitting the strategic roadmap); acquiring company did not do sufficient due diligence; poor internal and / or external communications; corporate culture clashes; premium paid for the company was too high (nor performing valuations or buying in excess of this valuation); and unrealistic expectations of possible synergies.

Altika prepares a comprehensive M&A advisory strategic plan that will address these issues, and an integration strategy that a client will use to ensure success. We also assist executives with an alternate of pursuing strategic alliances to provide increased manufacturing and marketing benefits, rather than mergers, which are more difficult to exit.

Can you work with non-technology firms or individuals?

Altika can assist any individual or company in search of liquidating their assets, buying assets, starting a new venture, needing a market analysis, preparing a strategic plan or engineering a turn-around. We have expertise in many industries and use strategic alliances to benefit our clients.