



WHAT IS THE ACE FRAMEWORK?

The **ACE Framework (ACE)** represents the Acqira Certified Entrepreneur framework for building management run businesses. With ACE, you, the **Acquisition Entrepreneur (the Buyer)** can feel confident and comfortable taking over a new business.

By using ACE, you are surrounded by highly qualified business advisors with various focal points to help you successfully transition the business to your ownership.

Plus, you get a running start at building a true **management run** business vs being owner centric.



1 PRE-CLOSE

Step 1 is your first call with the designated ACE Team of Integrators.

Expectations will be explained, a division of responsibilities will be shared. You will also set a schedule for recurring calls. Your Lead Integrator will share various checklists and you will be introduced to the rest of your integration team including People and Culture (P&C), Finance, and Sales and Marketing. Each integrator brings a special set of skills and experience to help make a smooth transition.



2 CLOSING

The Lead Integrator will be with you on-site for the first few days of closing on the business. During this time, you will become familiar with all aspects of running the business, creating a succession plan with the seller, and meeting the team. The information you collect during these early days will help guide the setting of priorities and needs for moving forward.

3

LEADERSHIP WORKSHOP

Between 30 to 45 days post-closing, your Lead Integrator will work with you to host a workshop with your newly appointed leadership team. There, you will work together to build vision, values, and key performance indicators for the company. You will begin **process mapping** and make decisions about strategic thinking for the future of the business.



4

REMAINING 90 DAYS

The final months of ACE involve having you work with the integrators to finalize your vision and plans for future growth and change. Each company is different, but key principles never change. By relying on ACE, you get a qualified team of experts guiding your path to future success.



5

EXIT AUDIT

In the final stages of ACE, the Director of Integration will perform an Exit Audit with you. We compare the shift between where you started as a company and where you now. It will give you a complete game plan for future, more strategic thinking for the business.

