

Your Research Partner in **Smarter** Deal Decisions

Institutional-grade research, financial modeling and due diligence support for M&A, private equity and venture capital teams. Full analyst capacity, without adding fixed headcount.

6 service lines

From sourcing to IC support

Fixed fee

No hourly billing, from \$1,000

1 to 2 weeks

Typical pilot turnaround

NDA first

Before any information is shared

WHAT WE DO

Deal Sourcing & Origination

Target universes, founder-owned company lists and verified decision-maker contacts.

Screening & Preliminary Analysis

CIM review and tiering against your acquisition criteria.

Market & Industry Research

Bottom-up TAM/SAM/SOM, industry structure and competitive maps.

Financial Modeling & Valuation

Three-statement, LBO and DCF models, comps and sensitivities.

Due Diligence Support

Normalized EBITDA bridges, revenue quality and red-flag review.

Investment Memos & IC Materials

Memos and exhibits built in your IC format.

SELECTED WORK

- **DCF, LBO and IC memo** for an acquisition: a ten-tab model with adjusted EBITDA, scenarios, sensitivities and a full memo.
- **100+ companies screened** for a permanent-capital acquirer. One batch of about 67 produced 5 Tier A targets.
- **Target universes in 7 niche verticals**, 150+ qualifying companies in total.
- **51 verified founder contacts** in a fragmented services niche for a PE capital partner.
- **About \$215M bottom-up TAM** for a specialized software platform.

WHO WE WORK WITH

Boutique & mid-market banks

Independent sponsors

Private equity

Venture capital

Corporate development

HOW IT WORKS

01

Scoping call

20 minutes to agree on the question, the deliverable and the deadline.

02

Fixed-fee pilot

One defined workstream, usually 1 to 2 weeks.

03

Ongoing support

Scale up or down as deal flow changes.

WHY HSM STRATEGIC

- **Software and VMS depth** from the Constellation Software ecosystem
- **Direct principal access:** the person you brief builds the work
- **A fraction of an analyst's cost**, with no idle months
- **Overnight progress** for US teams, working from UTC+5

Mustafa Bin Tariq, Founder. About five years in M&A, underwriting vertical market software deals, including time in the Constellation Software ecosystem. CFA candidate, BSc Economics.

Ready to scale your deal team without scaling headcount?

Tell us which workstream is costing you the most bandwidth.

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