



# Education Gap

Financial KPIs are readily available,  
& well understood.

Non-financial KPIs measure everything else.

But many business owners have an **education gap** as they “**don’t know what they don’t know**”.

The biggest **education gap** is a lack of understanding of how non-financial KPIs affect both the **performance & value** of a business.



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# 3 quick quiz questions...

**Q1**

## **Education Gap**

If your client implemented an operations manual, would you be able to quantify the improved business value?

**Q2**

## **Business Valuations**

What business risk/value driver data do you rely on to validate your valuation multiple assumptions?

**Q3**

## **Business Advisory**

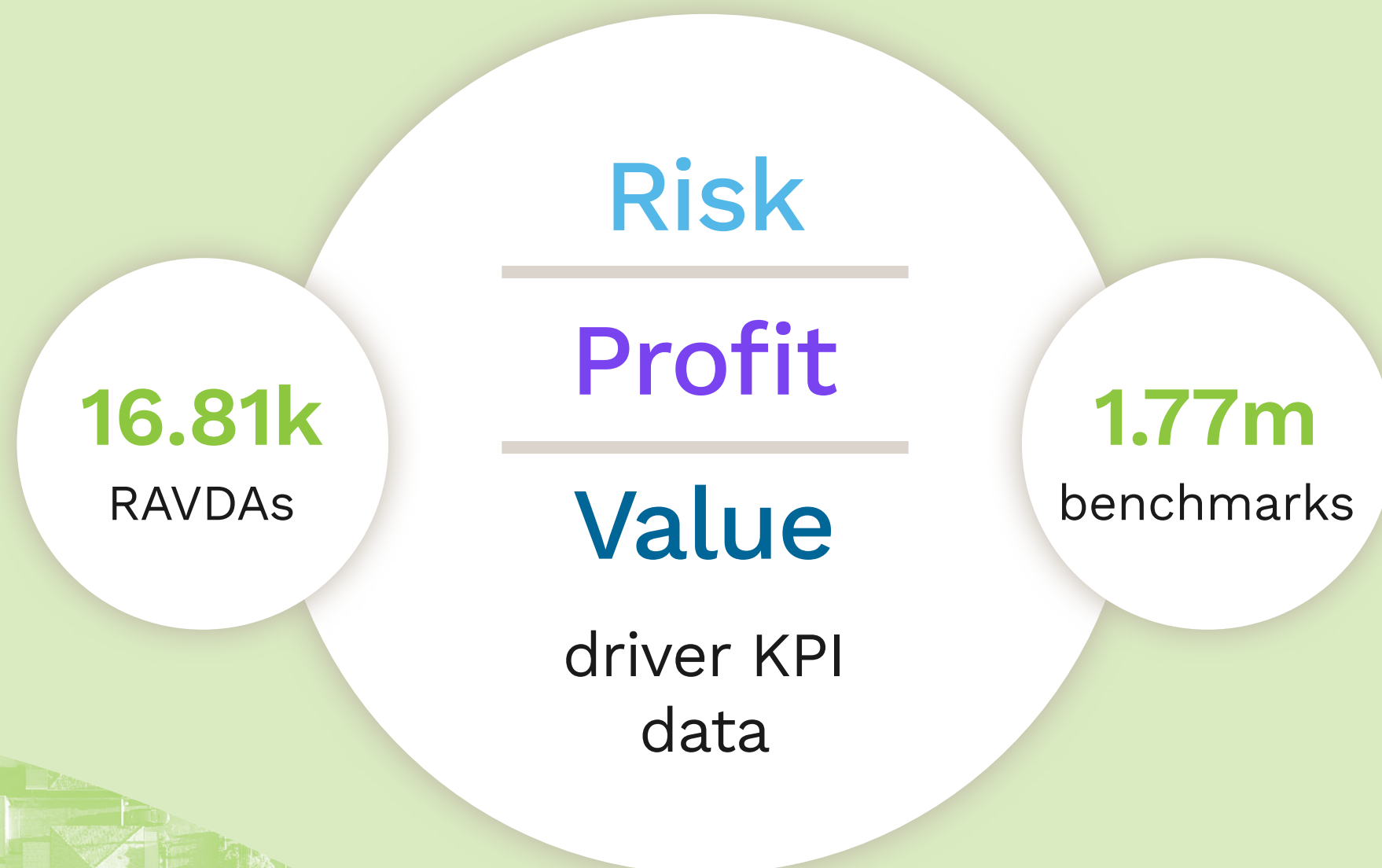
Apart from profit & cash flow, what other factors affect business performance & value?





# Here's a solution to help answer these questions!

Accountants & Financial Advisers can now access new Non-Financial



This data will help bridge a client education gap & enhance advisory service offerings that generate higher margins.

**Exclusive to Bstar:** Driver source - Risk & Value Driver Assessments ('RAVDAs'). **Reliability:** close to 350 Alliance Partner users. **Data validation:** 16.81k RAVDAs have been completed as at the InfoDoc issue date. Each RAVDA question has a Driver (DR) & Concern rating (CR). For the 'SME Industry' there are 1.77m benchmarks (11.06k RAVDAs - 80DR/80CR per RAVDA).

# Business Valuations

Validation of key assumptions, profit multiples/cap. rates & independence.



## WARNING

Accurate, relevant, business & industry specific Non-Financial Risk/Profit/Value driver benchmarks are vital for all valuations, especially for **restructuring services**.

This data validates driver ratings (e.g. strongest/weakest) that affect the **business valuation**.



# More data opportunities



**New Clients**  
Marketing &  
Onboarding



**Compliance**  
Value-adding  
Engagements



**Sounding Board**  
Insights &  
Concerns



**Business Advisory**  
Improvement  
& Succession  
Planning

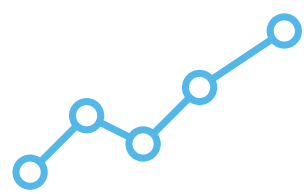
**Grow fees**

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**Boost profits**

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**Maximise  
values**



### **Industry Insights & Trends**

Sectors performing well & which ones are facing challenges

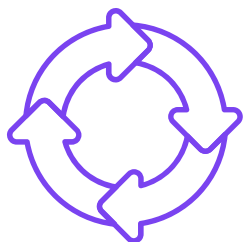


### **Improvement**

Profit/value improvement opportunities if weak drivers are fixed



## **Future Developments**



### **Business Life Cycle**

Biggest education gap across each life cycle stage



### **Top Performers**

Most profitable/valuable businesses doing differently





# **Watch** Bstar's Small Business, SME/ME Data Mining App. Introduction Video

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