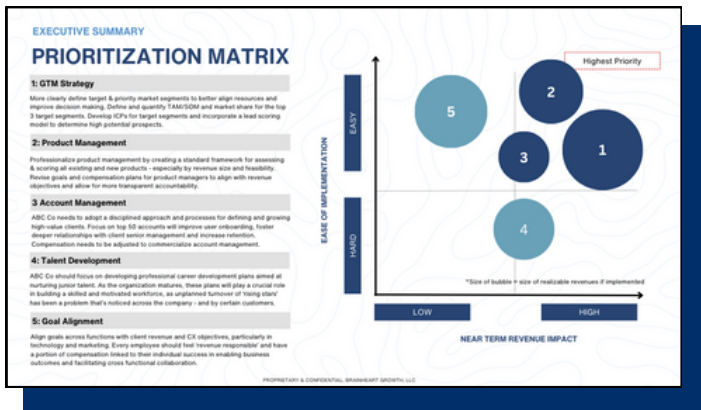


The Quality of Revenue Assessment Fact Sheet

Slate Point Partners specializes in conducting proprietary "Quality of Revenue" (QoR) assessments that facilitate strategy execution and enable more consistent achievement of revenue goals. The QoR assessment is used by investors and management to enrich due diligence revenues and develop better playbooks to drive organic growth & value creation.



What is QoR?

The QoR is a proprietary assessment of 12 key areas that contribute to revenue growth, identifying the highest ROI opportunities. QoR offers a fact-based evaluation on achieving future revenue targets, identifies key challenges, and suggests specific actions to enhance performance, enabling execution and helping management and investors realize a business's full growth potential.

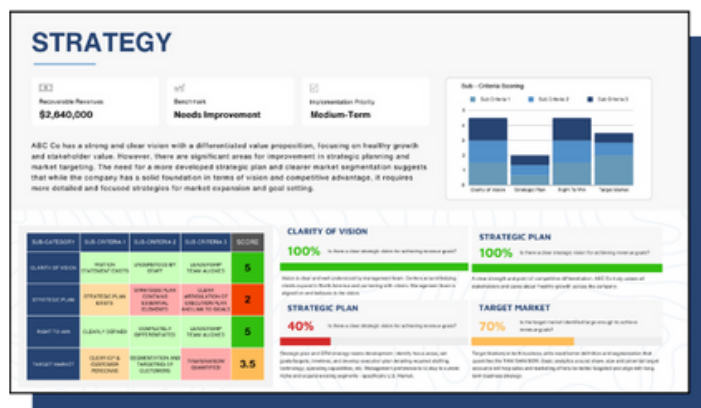
What does QoR assess?

The QoR assesses culture, strategy, human capital, sales practices, customer focus, business process, business & ops risk, product, marketing, revenue tech & data, pricing, and revenue operations.



How is QoR different?

QoR complements traditional financial analysis like QoE but focuses on operational and functional areas crucial for sustainable revenue growth, rather than just historical financial performance.



What problem does the QoR solve?

QoR addresses the critical need to fully understand a company's revenue potential. In due diligence, it aids in uncovering hidden risks and opportunities, preventing surprises post-acquisition while helping show management how you add value. For existing portcos, it diagnoses revenue health, aligning stakeholders and fostering organic growth via rev ops playbooks. Additionally, QoR is instrumental in enhancing execution, accountability, and ensuring smoother integration in add-on acquisitions.