



Is Your Next Acquisition Ready to Survive Without Its Founder?

Most acquisition risks aren't on the balance sheet, they're hidden in how the business operates.

Swipe through to discover what happens the day after the founder leaves.

The Invisible Risk in Every SME Deal



Informal Knowledge

Critical business knowledge trapped inside one person's head



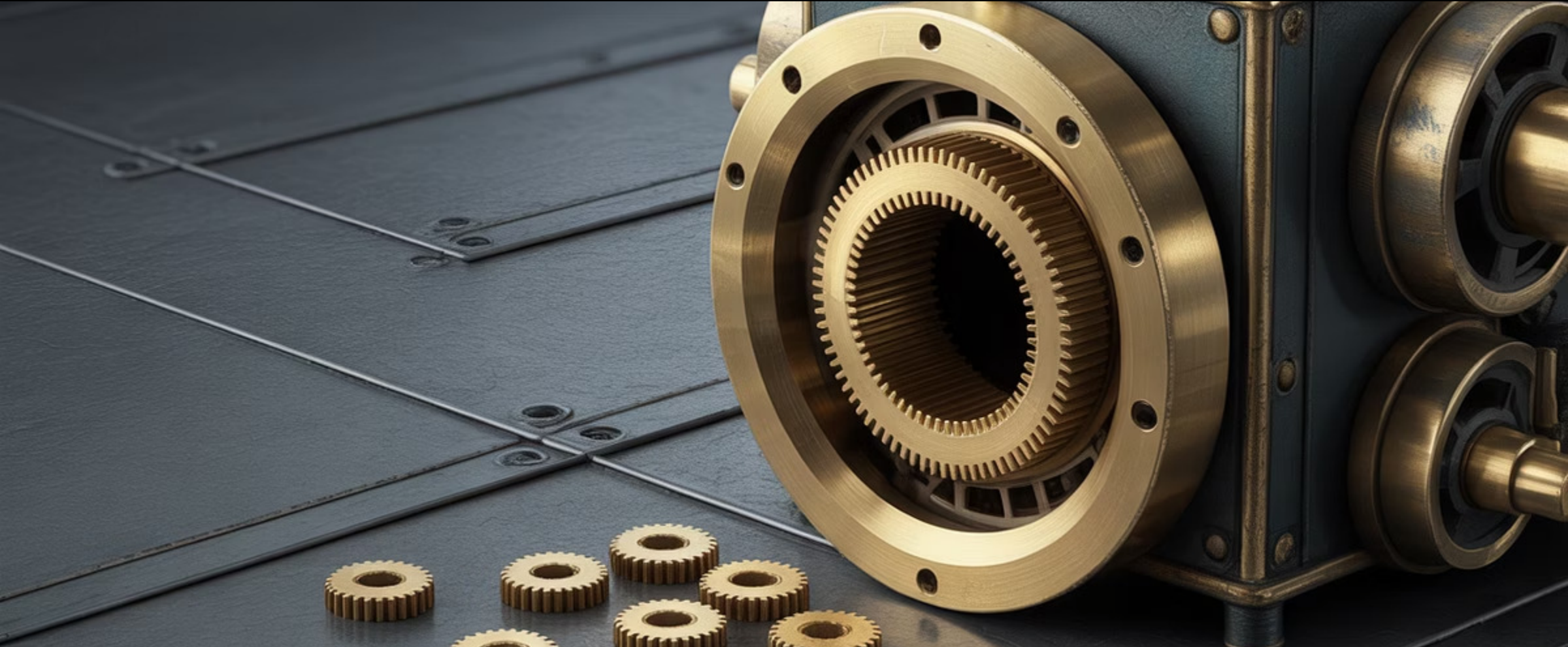
Personal Loyalty

Customers loyal to the founder, not the company



Hidden Chaos

Disorganized operations masked by founder's constant intervention



What Actually Breaks When Founders Leave?

Operational due diligence is about testing transferability and identifying what breaks without the owner.

1

Owner disappears

2

Processes tested

3

Bottlenecks revealed

4 Critical Areas to Pressure Test

People & Structure

- Key man dependencies
- Retention risks
- Staff capabilities

Processes & Systems

- Automation level
- Repeatability
- Handover points

Customer & Supplier Ties

- Contract status
- Relationship owners
- Renewal processes

Tech & IP Infrastructure

- Shadow IT risks
- System integration
- Cybersecurity status



Red Flags That Should Make You Pause



Founder Approves Everything

Still signs every invoice and manages payroll personally



Personal Sales Network

Pipeline exists only in founder's contact list



No Documentation

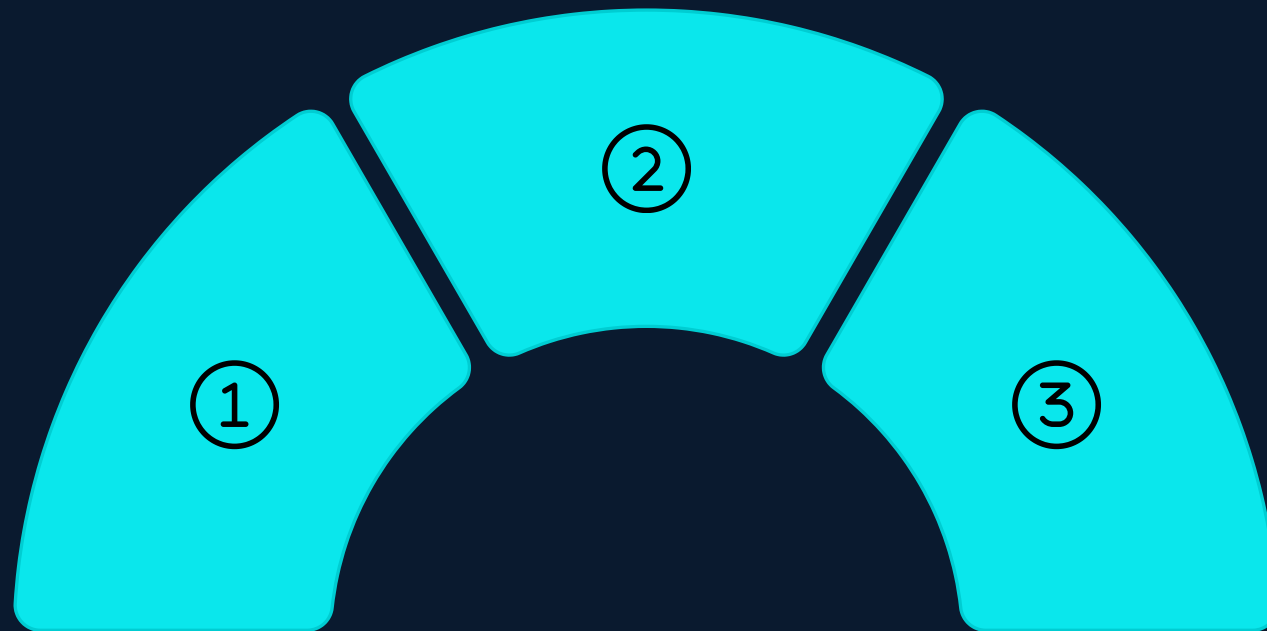
Missing SOPs and customer service playbooks



Unused Systems

CRM exists but nobody actually uses it

European Market Considerations



①

United Kingdom

SMEs under £5M often rely on part-time or family staff—validate transferability

②

DACH Region

German SMEs frequently use legacy ERP systems with no external documentation

③

France/Belgium

Rigid labor structures increase operational change costs and complexity

Knowing what can't be changed is as important as what can.

What Successful Acquirers Do Differently

Map Transition Plan

Create detailed Day 1 and Day 90 roadmaps without founder involvement

Run Shadow Process

Simulate business operations takeover before closing

Interview Mid-Level Staff

Test how decisions are really made away from the founder

Test Customer Loyalty

Determine if customers stick with the product or the person



Build the Business Before You Buy It

Operational due diligence is your chance to transform a founder-centric business into a scalable system, or walk away if it can't be done.

Ready to assess your next deal's operational strength? Email us at info@archimax.solutions and turn SMEs into scalable platforms.

Archimax supports business buyers with strategy, origination, deal execution and post-acquisition support.

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