

2020

# Valuation Software and Data Resources



## Are You Concerned About...

- Producing **better valuations and damages calculations** in less time?
- **Increasing** productivity and consistency?
- Increasing analysis and report **quality**?

## Enhance Productivity, Consistency and Quality

- Business **Valuation Data & Software**
- Economic **Damages Calculation Software**
- **CoreValue®** The #1 Business Consulting Software System
- **Duff & Phelps Cost of Capital Navigator**
- **ValuSource Market Comps** (formerly IBA Market Data)
- **ValuSource M&A Comps**

TAKE A LOOK INSIDE



\*Awarded for Express Business Valuation.

# *FIVE Valuation Applications,* **One Low Annual or Monthly Price**

## **ValuationSoftware** Subscription

### **#1 Best-Selling Business Valuation Software**

The ValuSource Valuation Software Suite gives you access to ALL of our valuation software products for ALL versions of Microsoft Office (2010–2019 and Office 365), includes ALL software updates, PLUS technical support. Both single and multi-user licenses are available.

### Software Subscription Includes

#### **1 VALUSOURCE PRO**

Business valuation software will streamline your valuation practice and allow you to produce better valuations (analysis and reports) in less time. ValuSource Pro (used by both NACVA and ISBA to train professional valuers), with over 90% market share, has been used by thousands of CPAs, valuers and financial professionals for over three decades.

#### **2 VALUSOURCE PRO INTERNATIONAL**

Do you ever need to value companies outside of the United States? ValuSource Pro International

is built around International Financial Reporting Standards (IFRS) instead of GAAP so you can provide comprehensive valuation analysis and reports based on IFRS.

#### **3 BUSINESS VALUATION MANAGER™ PRO (FOR NACVA)**

Business Valuation Manager Pro is a custom version of ValuSource Pro written for NACVA. BVM Pro contains two NACVA changes from ValuSource Pro including the addition of NACVA's Risk Rate Component Model and benefit stream statistical analysis.



#### 4 EXPRESS BUSINESS VALUATION

Express Business Valuation is the “light” version of ValuSource Pro. The main differences are, it has a summary chart of accounts, no detailed DCF Method and has fewer assumptions and options.

#### 5 BUSINESS VALUATION REPORT WRITER

The Business Valuation Report Writer is a report module for ValuSource Pro, BVM Pro and Express Business Valuation that saves you up to 50% of the time it takes to prepare and review written business valuation reports. It comes with SSVS, USPAP, and 59-60 reports.

## PLUS

#### TECHNICAL SUPPORT

With the Software Subscription you get full technical support, including: support for technical issues like installation, program operation, database integration,

as well as access to our team of certified valuers to help you use the software to complete specific valuation engagements. It is like having a staff of valuation software experts on your team.

#### COMPLETE DATABASE INTEGRATION

BVDataWorld integrates directly into all the valuation software in the SUITE.

***The subscription supports Office 2010, 2013, 2016, 2019 and Office 365, and you will always have access to the latest, most-compatible and optimized versions!***

#### ValuSource Software Subscription PRICING

ValuSource Software is only available as part of the Valuation Software Subscription.

Single User.....\$995 / year  
or \$90 per month

- ValuSource Pro ✓
- ValuSource Pro International ✓
- Business Valuation Manager Pro (for NACVA) ✓
- Express Business Valuation ✓
- Report Writer ✓  
(works with all valuation products)

Visit website for more info and multi-user pricing.



**Call (800) 825-8763**  
**sales@valusource.com**  
**www.valusource.com/2019**

See videos, sample reports, and get a FREE demo.

“As a Valuation Pro,  
I produce **BETTER** analysis  
and reports in much  
**LESS** time!”

- Darrell Dorrell, CPA, MBA, ASA, CVA, CMA, ABV, CFF  
*Professional business valuator with over 20 years of experience.*

## ValuSourcePro

THE #1 BEST-SELLING Business Valuation Software



How do you complete professional valuations FASTER, more consistently, following BEST practices (whether experienced or new), with great reports, all at a price that saves MUCH more than it costs?

ValuSource Pro (used by both NACVA and ISBA to train professional valutors), with over 90% market share, has been used by thousands of CPAs, valutors and financial professionals for decades.

FIVE  
reasons to  
consider  
ValuSourcePro

### 1 FOLLOW BEST VALUATION PRACTICES

*Smart Navigator* guides you through the valuation best practice process and workflow with step-by-step sequential menus—ensuring you cover all the steps, whether novice or expert.

### 2 BEST DATABASE INTEGRATION

One-click integration that automatically populates your

schedule and narrative from 12 major databases. Plus, includes pre-built analyzers with graphics, scatter charts, filters, calculators, trends and other analytics—saving you dozens of hours.

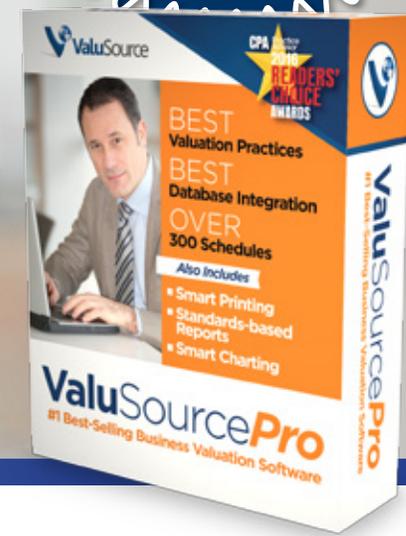
### 3 MOST COMPREHENSIVE VALUATION SCHEDULES AND METHODOLOGIES

Includes 18 valuation methodologies and over 300 schedules to leverage industry best practices then modify as needed.

Built around  
Excel and Word



**Used by  
NACVA  
and ISBA  
Certification  
Courses**



**4 HUNDREDS OF PAGES OF SMART AND FLEXIBLE CONTENT**

The software framework, built on top of editable Excel worksheets, has built-in intelligence and transforms based on your assumptions. This saves beginners from making critical mistakes, while allowing experts to use as-is, or incorporate their existing spreadsheets, and finish about 50% faster.

- **Smartsheet Logic.** Automatically determines which rows and columns should be displayed.
- **Smart Printing.** Makes it easy to print large spreadsheets.
- **Smart Financial Statements.** Allows you to edit and perform financial statement analyses and the program will update every associated schedule.
- **Smart Charting.** Automatically creates the correct number of columns based on the number of years of financial statements.

**5 INTELLIGENT AND AUTOMATIC STANDARDS-BASED WRITTEN REPORTS**

The optional report writer, built on top of Word, includes *Content Intelligence* to help automate the conditional narrative, hotlinks to automate changes, and hundreds of pages of standards-based report templates (including 59-60, SSVS, and USPAP) that evaluate over 400 variables within the analysis.

***"This is the same software I received during my NACVA certification course. Great Stuff!"***

**ValuationSoftware  
Subscription PRICING**

*ValuSource Software is only available as part of the Valuation Software Subscription.*

Single User.....\$995 / year  
or \$90 per month

- ValuSource Pro ✓
- ValuSource Pro International ✓
- Business Valuation Manager Pro (for NACVA) ✓
- Express Business Valuation ✓
- Report Writer ✓  
*(works with all valuation products)*

Visit website for more info and multi-user pricing.



**Call (800) 825-8763**  
**sales@valusource.com**  
**www.valusource.com/2019**

See videos, sample reports, and get a FREE demo.

\*Awarded for Express Business Valuation.

“Consistently produces professional reports with a step-by-step process that’s fast and **EASY TO USE.**”

- Jeff Harwell, Principal at Harwell & Company  
*Professional business valuator and damages specialist with over 35 years of experience.*

# DamagesAdvocate

THE #1 BEST-SELLING Damage Calculation Software

Whether a novice damages consultant, who may miss the critical points or not have many models built yet, or the expert who is spending too much time on reports, there is no longer a reason to perform this analysis manually. You may wish to consider... **Damages Advocate.**

SIX  
reasons to  
consider  
Damages  
Advocate

## 1 GUIDES YOU THROUGH DAMAGE CALCULATIONS BEST PRACTICES

Includes *Smart Navigator* that walks you through the best practices with sequential menus to ensure you do not miss critical analysis.

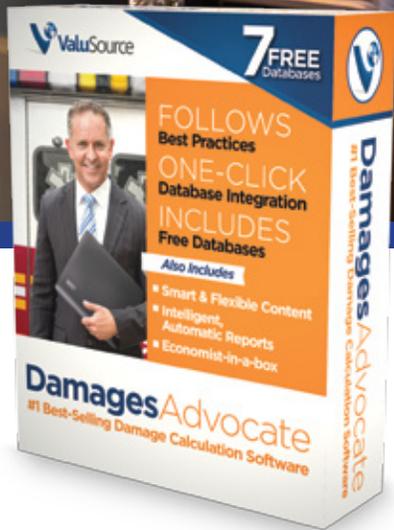
## 2 THE BEST ONE-CLICK DATABASE INTEGRATION

Automatically populates your schedule and narrative from seven major damages database categories: Work Life Expectancy Data from Academic Studies; Life Expectancy Data from CDC U.S. Life Tables; Wage Data from BLS Occupational

Employment Statistics; Fringe Benefits Data from BLS Employer Costs for Employee Compensation; Growth Rates from BLS Current Employment Statistics (used for pre-trial growth of earnings and household services); Household Services Data from Dollar Value of a Day; and Regional Adjustment Data from BEA Local Area Personal Income (used to adjust Dollar Value of a Day Data).

## 3 MOST COMPREHENSIVE DAMAGE CALCULATION WORKFLOW

Includes Comprehensive Workflow Decision Trees that cover the input,



assumptions and databases for: retirement, life span, employment, dependents, household services, medical expenses, and other damages.

**4 INCLUDES SEVEN DATABASES—FREE**

Databases cover: life expectancy, earnings by occupation, fringe benefits, pre-trial earnings growth, life expectancy of dependents, household services, and pre-trial growth of household services.

**5 SMART AND FLEXIBLE CONTENT—LIKE AN ECONOMIST-IN-A-BOX**

Built-in intelligent schedules transform based on your assumptions and saves beginners from making critical mistakes, while allowing experts to finish much quicker.

Includes *Smart Logic* which looks at your assumptions and intelligently determines which fields and choices

should be displayed. Plus, the output is delivered in Word and Excel, so it is easy to modify.

**6 INTELLIGENT AND AUTOMATIC WRITTEN REPORTS**

The report writer creates the narrative, work schedules, and exports to Excel, Word, and PDF. It includes a standard 13 page damages report with all the necessary schedules to defend your damages position. Plus, any changes are hot-linked and ripple through your damages report automatically.

**DamagesAdvocate PRICING**

*Annual subscription prices.*

One Module .....	\$495
Two Modules .....	\$795
Three Modules .....	\$1,095



**Call (800) 825-8763**  
**sales@valusource.com**  
**www.valusource.com/2019**

See videos, sample reports, and get a FREE demo.

**NEW! Now Included in BVDataWorld Bundles at no additional cost, OR BUY standalone!**

# Duff & Phelps Cost of Capital Navigator: U.S. Cost of Capital Module (Basic\*) **NOW INCLUDED IN BVDataWorld®** Silver, **Gold**, or **Platinum** subscriptions. **Titanium** continues to include the **U.S Cost of Capital Module (Pro).**

## Duff & Phelps Cost of Capital Navigator: U.S. Cost of Capital Module

The Duff & Phelps Cost of Capital Navigator is an interactive, web-based platform that guides valuers through the steps of calculating Cost of Capital, a key component of any valuation analysis.

**FOUR**  
reasons to consider  
Duff & Phelps  
Cost of Capital  
Navigator: U.S.  
Cost of Capital  
Module

### **1** "SIZE" TABLES

Includes CRSP Deciles Size Study and Risk Premium Report size premia tables that are viewable within the Navigator.

### **2** ESTIMATE WACC

Develop into weighted average cost of capital (WACC) estimates.

### **3** ENHANCED OUTPUTS

Export more robust and comprehensive documentation of the user's cost of capital assumptions, sources, analysis and results as PDF or in Excel.

### **4** EXCEL ADD-IN

This powerful new tool enables users to directly import cost of capital data in their own Excel spreadsheets.

### DATA INCLUDED IN THE U.S. COST OF CAPITAL MODULE

#### **1** SIZE PREMIA AND RISK PREMIA

- CRSP Deciles 1-10 size premia, plus the 10th Decile split
- Risk Premium Report Size Study size premia and "risk premia over the risk-free-rate"

→ Risk Premium Report Risk Study "risk premia over the risk-free rate"

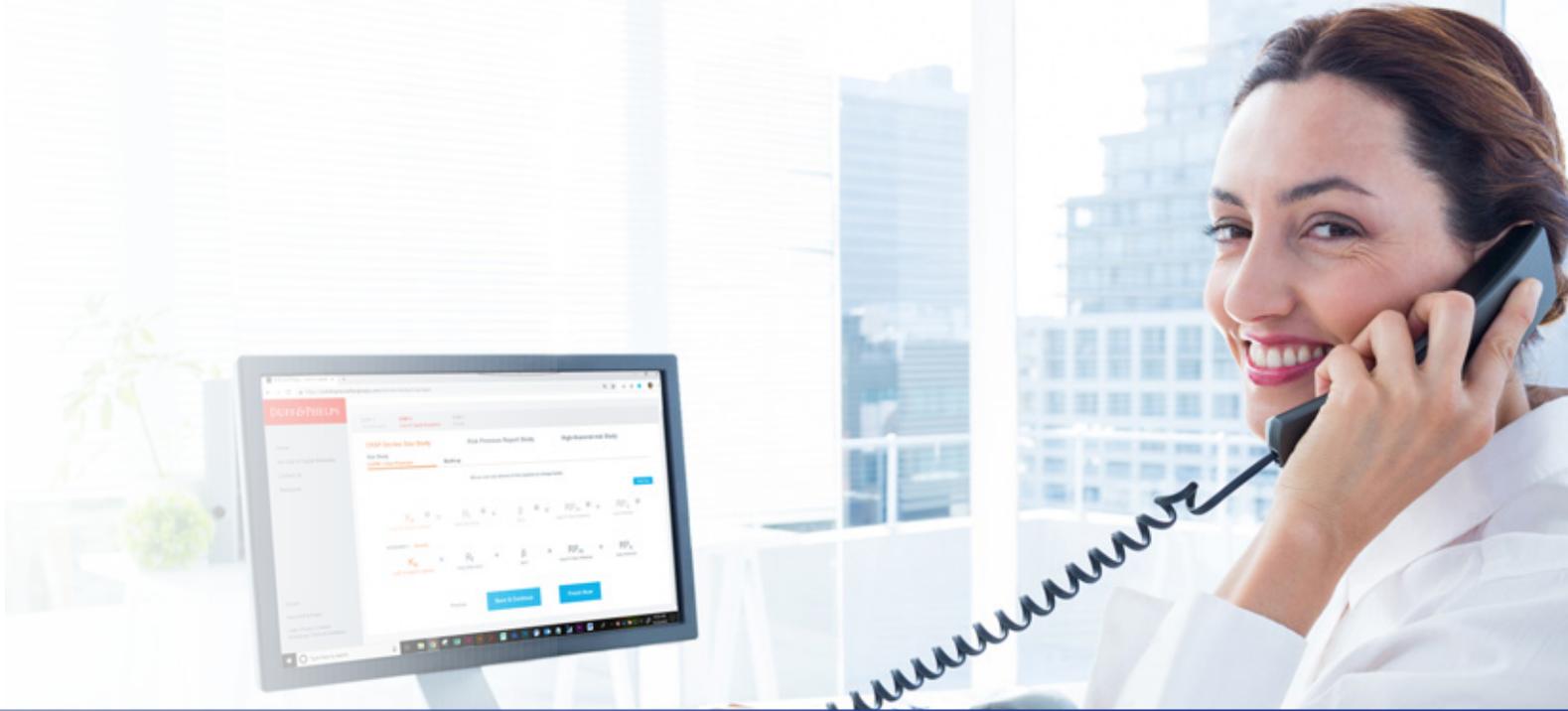
→ High-Financial-Risk Study size premia and "risk premia over the risk-free rate"

→ Comparative Risk Study (fundamental risks of companies comprising Risk Premium Report Size Study portfolios)

#### **2** RISK-FREE RATES

→ Spot long-term risk-free rates (from the Federal Reserve, updated daily)

→ Duff & Phelps long-term normalized risk-free rate (adjusted for impact of flights-to-quality, actions of the Federal Reserve, and inflation expectations)



### 3 U.S. EQUITY RISK PREMIA (ERPs)

- 1926–present Historical (i.e., realized) ERP
- 1926–present Supply-side ERP
- Duff & Phelps Recommended ERP (reflecting current point in business cycle)

### 4 BETA

- Industry-level betas (Full-Information, Vasicek-Adjusted, Sum, and High-Financial-Risk Betas)
- Industry Risk Premia for use in the Build-up Method
- Debt betas (for unlevering and relevering betas)

### 5 COMPANY LISTS

- List of companies used to calculate Full-Information Betas and Industry Risk Premia (updated quarterly)
- List of companies used to calculate “Pure-Play” U.S. industry statistics (updated quarterly)

#### Duff & Phelps Cost of Capital Navigator: U.S. Cost of Capital Module

##### Basic Version

(two most recent years)

Single User ..... \$295  
+ \$129 per Basic additional user

##### Pro Version

(all years, 1999 to present)

Single User ..... \$595  
+ \$299 per Pro additional user

#### Duff & Phelps Cost of Capital Navigator: U.S. Industry Benchmarking Module

Provides over 300 critical data points (depending on data availability) for approximately 170 U.S. industries

##### Basic Version

(two most recent years, updated quarterly)

Single User ..... \$675  
+ \$299 per Basic additional user

##### Pro Version

(all years 2014- present, updated quarterly)

Single User ..... \$995  
+ \$449 per Pro additional user

#### Duff & Phelps Cost of Capital Navigator: International Cost of Capital Module

Provides users with guidance and data for estimating cost of capital on a global scale

##### Basic Version

(two most recent years, updated quarterly)

Single User ..... \$995  
+ \$449 per Basic additional user

##### Pro Version

(all years 2014- present, updated quarterly)

Single User ..... \$1495  
+ \$649 per Pro additional user

#### Duff & Phelps 2019 Valuation Handbook: International Industry Cost of Capital

Provides the same type of rigorous industry-level analysis published in the U.S. centric Valuation Handbook - U.S. Industry Cost of Capital, on a global scale

##### Valuation Handbook

Single Book ..... \$675



**Call (800) 825-8763**

**sales@valusource.com**

**www.valusource.com/2019**

See videos, sample reports, and get a FREE demo.

**Used to Increase User Value by Over \$6 Billion**

“CoreValue provides a significant opportunity for **CPA firms to INCREASE REVENUE...** CoreValue allows even the most marketing-challenged CPA **to sell services.**”

- Robert “Bob” J. Jirovec, CPA  
*30 years’ professional experience, a Deloitte national partner, and extensive M&A experience gained as co-founder and president of FINRA-registered CJK Securities, Inc.*



# CoreValue®

## THE #1 BEST-SELLING Business Consulting Software System

The CoreValue Software consulting system will help you grow your existing consulting practice or develop a new consulting practice by branching out and providing additional business consulting services. It is the only operational methodology born at MIT, accepted by NACVA, and adopted by over 50% of NIST manufacturing centers.

**SIX**  
reasons to  
consider  
CoreValue

### 1 THE BEST METHODOLOGY

When starting (or standardizing) your consulting practice, it helps knowing you have the absolute BEST practices and methodology—so even your newest consultant always produces accurate recommendations.

### 2 BEST RESULTS

CoreValue’s holistic program produces the MOST accurate assessment, has the BEST reports, identifies the MOST engagement opportunities and can show validated client ROI—it helps you pay for the entire program with a single client!

### 3 EASIEST TO USE

When adding technology and services to your practice, you need to make sure they are easy to use and will not disrupt your existing work.

### 4 BEST SUPPORT

When relying on a service to generate work product and revenues, you need to know you are getting the best support.

### 5 BEST MARKETING

You get industry best marketing practices and materials to help you attract, close, and service new clients—even if you are brand new to the field. It is like a consulting practice-in-a-box.

### 6 PRICE PERFORMANCE LEADER

CoreValue has the industry’s lowest cost per advisor and the assessment dashboard, reporting and consulting tools are the best value in the industry. You can recover your entire expense from a single client.

#### CoreValue® Growth Consultant PRICING

Single User . . . . . \$399 per month  
*Billed annually plus one-time \$1,000 onboarding fee*

#### CoreValue® Growth Consultant PRICING NACVA MEMBER

Single User . . . . . \$299 per month  
*Billed annually plus one-time \$1,000 onboarding fee*

 **Call Today**  
**(800) 825-8763**

[sales@valusource.com](mailto:sales@valusource.com)  
[www.valusource.com/2019](http://www.valusource.com/2019)  
See videos, sample reports, and get a FREE demo.

**Patented Technology born at MIT**

Covers Over 1,000 Industry Segments and Used by 90% of Fortune 500

NOW INCLUDES 17,000 ARCHIVED REPORTS

“We found the reports to be a **CLEAR, CONCISE, ONE STOP RESOURCE** for accessing pertinent industry data.”

- Clayton R. Lee, II  
Executive Vice President,  
Credit Administration, Regions Bank



**INTRODUCING**

# FirstResearch

by *Dun & Bradstreet*

## THE #1 SOURCE for Industry Profiles

You often need to know your client's industry and unique markets well enough to understand their impact on your valuation. You could spend hours with generic industry reports, questionable internet sources, or get all the right information you need in minutes.

### FIVE reasons to consider First Research

#### 1 COMPREHENSIVE INDUSTRY COVERAGE

First Research provides industry profiles covering over 1,000 industry segments, including a comprehensive suite of local and national data.

#### 2 MOST ACCURATE AND UP-TO-DATE

First Research industry profiles contain critical analysis, statistics and forecasts typically updated monthly, quarterly, or annually to remain current. It is supported by a team of seasoned industry researchers with deep knowledge

in banking, finance, computers, telecommunication, manufacturing, media, retail, and real estate.

#### 3 THE RIGHT KIND OF INFORMATION

First Research has all the information you need in one place to help you quickly grasp how an industry operates, the competitive landscape and how your client stacks up. The report includes: complete industry snapshots, compiles regulatory requirements and outside influences, monthly economic insights by state and province, and industry performance against peers (with financial data).

#### 4 FASTEST TO INTEGRATE

You get the right kind of information, so you can copy and paste directly into your valuation report—saving you time.

#### 5 AFFORDABLE PRICING AND BEST VALUE

First Research is one of the most affordable industry reports—almost half the price of any major competitor (with more reports and much greater accuracy).

#### FirstResearch PRICING

Unlimited Subscription.....	\$1,099
Single Report.....	\$139

See back cover for additional bundle savings!

 **Call Today**  
**(800) 825-8763**  
sales@valusource.com  
www.valusource.com/2019  
See videos, sample reports, and get a FREE demo.

SAVE UP TO  
**68%**

**“I got the exact same two databases... plus FIVE more— for the same price!”**

- Frank Wisehart, CPA, ABV, CFE, CVA, MBA  
*Respected valuator with over 20 years of experience.*

# BVDataWorld

World's Largest Source for Valuation Databases

**FIVE**  
reasons to  
consider  
BVDataWorld

## 1 MOST VALUATION DATABASES

ValuSource provides 21 industry databases and resources—the largest selection of any valuation data supplier. Plus, all databases integrate with Excel and most with ValuSource Pro, BVM Pro and Express Business Valuation.

→ **ValuSource Market Comps (formerly IBA Market Data).** The largest (over 40,000 comps) and oldest comparables database that incorporates the Direct Market Data Method (DMDM) as well as the standard Guideline Method. Provides bigger sample sizes, more industries and a 3x longer history.

→ **Pluris DLOM Database.™** The largest database of restricted stock transactions for calculating a discount for lack of marketability.

## 2 EXCLUSIVE BEST-OF-CLASS DATABASES

Also includes three databases that are 100% exclusive to ValuSource:

→ **RMA Annual Statement Studies Valuation Edition.** The industry's only comparative industry data taken from over 275,000 actual business financial statements that allows you to precisely rank a company against the industry and includes both national and regional data.

## 3 BEST WEB INTERFACE— WITH ANALYTICS

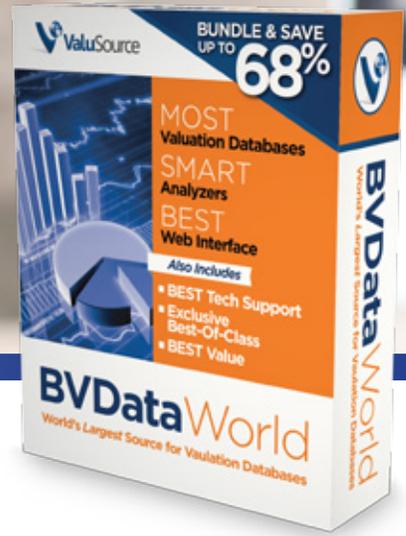
→ **Smart Interface.** Access data with smart search. Display options show the number of records in your selection, a simple menu that guides you through the process and helps you easily view summary and detail data.

**Duff & Phelps  
Cost of Capital  
Navigator Basic  
is now included  
in levels**



See savings bundles and plans on back page!

SILVER GOLD PLATINUM TITANIUM



→ **Analyzers.** Includes pre-built Excel based analyzers with graphics, scatter charts, filters, calculators, trends, and other analytics—saving you hours trying to model and decipher the data from scratch.

→ **Best Integration.** Not only can you export to Excel, but BVDataWorld also includes automatic one-click integration with ValuSource Pro, BVM Pro, and Express Business Valuation. No other databases work so seamlessly.

ensure you have your competitors data sources if ever challenged in litigation.

**BONUS—\$845 VALUE**

Purchase any á la carte database and **get EconAssist™ for FREE.** Includes over 1,100 archived industry and metro reports, 7,400 valuation articles, 2,200 federal and state cases, over 700 conference presentations, compensation data, over 68,000 S-1 Filings, the Expert Witness Profiler, and *Around the Valuation World®* monthly webcasts!

*"I was spending \$500 for one database. With BVDataWorld, I spent \$695 and got the exact same database, plus FIFTEEN more! Nothing else compares!"*

**4 BEST TECH SUPPORT**

Speak to technical support or to a Certified Business Valuator who can explain how to apply the data for your specific engagement.

**5 BEST VALUE—UP TO 68% DISCOUNT**

ValuSource data is available á la carte or in data bundles that save you 50%-68%. You get more data for the same price, can create a more thorough valuation, and



**Call (800) 825-8763**  
**sales@valusource.com**  
**www.valusource.com/2019**

See videos, sample reports, and get a FREE demo.

Exclusively Available from ValuSource

“ValuSource M&A Comps has **200% MORE DEALS,** providing more options and **better comps**”  
(Replaces DoneDeals)



## ValuSource M&A Comps

ValuSource M&A Comps (replaces DoneDeals®) provides over 6,000 comparable sales transactions for private and public mid-market companies over the prior 10 years. Data is collected from public SEC filings when public companies acquire a private company.

**FIVE**  
reasons to  
consider  
ValuSource M&A  
Comps

### 1 COMPREHENSIVE CORPORATE TRANSACTION DATA

With the ValuSource M&A Comps database, you receive hard-to-obtain corporate transaction details for private and public mid-market companies. Includes multiples on the sales of mid-size companies, so your valuations are based on real data.

### 2 REALTIME DATA

Powered by Tagnifi, ValuSource M&A Comps data is continuously updated. With hundreds of quality control checks to make sure the data is accurate and complete; means you always have access to the latest and most accurate data.

### 3 INTEGRATES WITH EXCEL AND VALUSOURCE VALUATION APPLICATIONS

ValuSource M&A Comps downloads directly into Excel as well as into the ValuSource valuation applications including ValuSource Pro, BVM Pro and Express Business Valuation.

### 4 CUSTOM SEARCH OPTION

Perform custom searches for data by any field. Easily distinguish between Stock and Asset Transactions or select data by SIC or description.

### 5 EASILY ANALYZE AND CHART DATA

Statistical analysis (high, low, mean, median, standard deviation) of selected transactions including Revenue, Enterprise Value, Equity Value, EBITDA, EBIT, Net Income and Book Value.

Charts of Enterprise Value to Annualized Revenue, Enterprise Value to EBITDA, Enterprise Value to EBIT, Equity Value to Net Income and Equity Value to Book Value.

#### ValuSource M&A Comps PRICING

Single-User .....	\$595
Multi-User .....	\$955

*See back cover for additional bundle savings!*



**Call Today**  
**(800) 825-8763**

[sales@valusource.com](mailto:sales@valusource.com)  
[www.valusource.com/2019](http://www.valusource.com/2019)

See videos, sample reports, and get a FREE demo.

Exclusively Available from ValuSource

# UPDATED AND IMPROVED!

The ValuSource Market Comps has been enhanced

- Removed duplicates
- Clarified the definitions
- Search defaults to 10 years (but optionally search up to 30)



## ValuSource Market Comps

ValuSource Market Comps (formerly IBA Market Data) is the largest and most useful collection of transaction data for small to medium businesses. It is an invaluable resource for the Market Approach to valuation of privately held businesses.

### FIVE reasons to consider ValuSourceMarket Comps

#### 1 OLDEST AND LARGEST COLLECTION OF TRANSACTION DATA

With over 40,000 comparable transactions spanning 30 years, the data is an indispensable resource for the Market Approach to valuation—much bigger than similar competing databases like BIZCOMPS® (12,000+) or Pratt's Stats (27,000+)—at a much lower price!

#### 2 INTEGRATES WITH EXCEL AND VALUSOURCE VALUATION APPLICATIONS

The ValuSource Market Comps Database downloads directly into Excel as well as into the ValuSource valuation applications including ValuSource Pro, BVM Pro and Express Business Valuation.

#### 3 SMART SEARCHING

Newly added flexibility means you can search on SIC code, description, sale date (defaults to 10 years but optionally up to 30), location, sales, discretionary earnings, price, price to sales and price to discretionary earnings.

#### 4 ANALYZER TOOLS

In addition to exporting data directly into Excel, you also receive two powerful Excel-based analyzers:

→ **Comparable Analyzer.** Uses regression lines (ordinary least squares), histograms, statistics and scatter charts to describe the population.

→ **DMDM Analyzer.** Uses the Direct Market Data Method to rank your subject company against the industry range provided by the comparable transactions.

Combined, these tools help you make sense of the comparable data so you can make better decisions

about how to apply the data in a valuation as well as how to defend those decisions.

#### 5 CURRENT DATA

The ValuSource Market Comps Database is updated quarterly so you always have the most up-to-date information available.

#### ValuSource Market Comps PRICING

Single-User .....	\$575
Multi-User .....	\$925

*See back cover for  
additional bundle savings!*



**Call Today  
(800) 825-8763**

**sales@valusource.com  
www.valusource.com/2019**

See videos, sample reports, and get a FREE demo.

# The Profession's Leading Authority in Valuation Data, Research, and Support

## BVDataWorld

Through its five web-based annual subscription packages, BVDataWorld offers Internet-based access to thousands of dollars in essential valuation data, research, and tools—all for a single, low annual subscription fee.

### BUNDLES

Purchase a Database à la Carte or Bundle and Save	À LA CARTE PRICE	ECON ASSIST	SILVER SAVE 68%	GOLD SAVE 60%	PLATINUM SAVE 50%	TITANIUM SAVE 53%
ValuSource Market Comps (Formerly IBA Market Data) (Downloads Per Year)	\$575		7	Unlimited	Unlimited	Unlimited
BIZCOMPS® (Downloads Per Year)	\$569		3	7	10	10
Duff & Phelps Cost of Capital Navigator: U.S. Cost of Capital Module (Basic) (Downloads Per Year)	\$295		3	7	10	Unlimited Navigator Pro <sup>‡</sup>
IRS Corporate Ratios	\$275			•	•	•
RMA Valuation Edition (Includes 10 Years of RMA Data)	\$995				•	•
Duff & Phelps Cost of Capital Navigator: U.S. Cost of Capital Module (Pro)	\$595					Unlimited
Pluris DLOM Database™	\$595					•
ValuSource M&A Comps (Replaces DoneDeals®)	\$595					•
Mergerstat Review Premiums and Discounts	\$125					•
Mergerstat Review Price to Earnings Ratios	\$125					•
Guideline Public Company Database (Downloads Per Year)			7	10	Unlimited	Unlimited
National Economic Reports (Monthly and Quarterly Reports)			•	•	•	•
Valuation Reports Library			•	•	•	•
Around The Valuation World® (AVW) (Monthly) Additional Fee for CPE Credit <sup>†</sup>		•	•	•	•	•
Archived Industry and Metro Reports (1,100+ Reports)		•	•	•	•	•
Business Valuation Articles (7,400+ Articles)		•	•	•	•	•
Federal & State Law Cases (2,200+ Cases)		•	•	•	•	•
Conference Presentations (700+ Presentations)		•	•	•	•	•
Compensation Data		•	•	•	•	•
S-1 Filings (68,000+ Filings)		•	•	•	•	•
Expert Witness Profiler		•	•	•	•	•
À La Carte Data Sources Discounts (Excludes Duff & Phelps)			5%	10%	15%	N/A
15% Off Valuation Software Subscription						•

#### TOTAL BUNDLE VALUE<sup>‡</sup>

	\$845	\$1,240	\$1,759	\$3,005	\$5,954
Single-user / Yearly		\$445	\$745	\$1,545	\$2,795
Monthly <sup>§</sup>	<b>FREE</b>	\$40	\$70	\$140	\$250
Multi-user / Yearly <sup>#</sup>	<b>with NACVA membership</b>	\$685	\$1,165	\$2,445	\$4,475
Monthly <sup>§#</sup>		\$65	\$105	\$220	\$400

### Actual Bundle Price

#### Bundle Add-Ons (Additional Fee Required)

	Yearly / Monthly <sup>§</sup>	\$1,099 / NA	\$1,099 / \$100	\$1,044 / \$95	\$990 / \$90	\$935 / \$85
First Research Unlimited	Yearly / Monthly <sup>§</sup>					
BizMiner Suite	Yearly		\$1,279	\$1,279	\$1,279	\$1,279
Unlimited CPE On-Demand Webinars	Yearly / Monthly <sup>§</sup>	\$995 / NA	\$795 / \$72	\$595 / \$55	\$395 / \$38	\$195 / \$20
Surgent CPE: NASBA Qualified Self-Study Courses	Yearly / Monthly <sup>§</sup>		\$240 / \$20	\$240 / \$20	\$240 / \$20	\$240 / \$20

**Note:** Prices are subject to change.

\* See website for details, conditions, and upgrading to unlimited BIZCOMPS. EconAssist is free with NACVA membership.

† To receive CPE for attending this course, which awards bonus points for NACVA's recertification, there is an additional annual cost of \$225.

‡ Bundle value is a composition based on established retail prices if purchased separately, what competitors charge for the data/service if we do not sell it separately, and estimates of what we would charge on data not found elsewhere if we did sell the data separately.

§ Requires annual commitment.

# Silver, Gold, and Platinum multi-user contains a one-user license for the Duff & Phelps Cost of Capital Navigator: U.S. Cost of Capital Module (Basic) limited downloads. Titanium multi-user contains a two-user license for the Duff & Phelps Cost of Capital Navigator: U.S. Cost of Capital Module (Pro). Additional users must be added in the shopping cart.

