Class VI

YOU KNOW THE DESTINATION. WE KNOW THE WAY.

120+ COMPANY SALE TRANSACTIONS
$5B+ IN CAPITAL VALUE TO ENTREPRENEURS

Class VI Pathfinder was created to guide business owners toward a rewarding exit on their terms. We craft growth and transaction-preparation plans based on real-world experience taking companies to market, ready to withstand intense buyer scrutiny and deliver maximum value.

Our methods are proven to help entrepreneurs enhance company value and scalability, while creating a business that's easier and more enjoyable to lead.

The client experience says it all... →

Greater certainty of close
More than 90% of companies that have gone through the Pathfinder process have reached the finish line.

Higher valuation
Manufacturing deals originating in Pathfinder have sold for a median premium of 126% above fair market value (as generated by the BizEquity valuation tool*).

**Elevate Your Valuation: How Preparation Drives M&A Deal Success (from internal data as of 1/31/2026)*

An exceptional experience
Going to market is always stressful, but Pathfinder clients start off better prepared and speed through their transactions faster than less prepared sellers.

Exit on the Best Terms

Kratos Industries

Electrical switchgear manufacturer for large industrial facilities

"Class VI is a true partner. I began working with the team nearly 10 years ago, and without their partnership and support, I would never have been able to grow Kratos the way we did."

-Tom Huseas, founder and CEO

KRATOS INDUSTRIES

With demand for data centers on the rise, Tom Huseas saw an opportunity in becoming a trusted manufacturer of specialized electrical switchgear to help power these and other high-growth facilities.

The company developed an impressive growth profile, a robust backlog, and—with guidance from Class VI—vertically integrated operations.

Tom decided to sell but ultimately turned down the first potential buyer, believing his business was worth much more than what was on the table.

And he would be proven right! Class VI facilitated a much wider competitive auction, contacting 447 parties and fielding bids from 30 serious buyers.

Thanks to the team's dealmaking experience, **Kratos ultimately sold to a global data center company for more than 6x the first offer.**

Build Value for a Speedier Sale

Convergence Controls & Engineering

Industrial systems integration for manufacturing, data centers, and more

"Class VI were incredibly responsive and proactive throughout the process, always going the extra mile to ensure our needs were met."

-Sandy Crow, CEO

Convergence cofounders Rob and Sandy Crow built on long experience in the control systems space to deliver world-class results for customers. When the time came, they engaged Class VI Pathfinder to determine the company's market readiness.

The advisory services team soon went to work.

- Pathfinder analyzed the company's financial and operational health to help them reduce risk and maximize growth.
- While keeping Convergence anonymous, our team gathered feedback from real buyers about the business's strengths and areas of concern.
- With Class VI's guidance, Convergence shaved down its risk profile, collected documentation for due diligence, and shaped a compelling narrative about the business to pitch to prospective buyers.

The leadership's meticulous deal prep let **Convergence hit the market at a run and sail through due diligence.** Before long, **Class VI secured Convergence a competitive valuation** from a global engineering services firm.

GET IN TOUCH

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