

From Survival to Enterprise Value™

THE SCALIENT TRANSFORMATION JOURNEY™

Engineering the journey from survival to enterprise value.



THE SCALIENT OPERATING PHILOSOPHY



STRATEGY ALIGNED

Clear direction.
Fewer bets. Real impact.



SYSTEMS ENGINEERED

Designed for scale.
Built for leverage.



EXECUTION DISCIPLINED

Cadence. Accountability.
Results.

PROVEN IN PRACTICE

SpectrEdge
Tactical Communications
Leader

1



SURVIVAL

Product incomplete
\$1.5M losses
Founder exhausted

2



CLARITY

Market focus defined
Pricing repositioned
Growth roadmap established

3



VALIDATION

PulsarEdge completed
First US Army contract
\$2M contract awarded

4



SCALE

Multiple use cases
Manufacturing readiness
\$32.7M backlog
\$150M pipeline

5



ENTERPRISE VALUE

\$11M revenue executed
\$12M+ projected profit
Scalable growth company

MATURITY PROGRESSION

REACTIVE

FOCUSED

PROVEN

REPEATABLE

COMPOUNDING

Most companies focus on growth.

SCALIENT engineers the journey from **Survival** to **Enterprise Value**



STRATEGY ALIGNED



SYSTEMS ENGINEERED



EXECUTION DISCIPLINED

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ENTERPRISE VALUE