

From Survival to Enterprise Value

THE SCALIENT TRANSFORMATION JOURNEY™

Engineering the journey from survival to enterprise value.



MATURITY PROGRESSION

REACTIVE

FOCUSED

PROVEN

REPEATABLE

COMPOUNDING

**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

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