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Financial analysis developer Sageworks has released a new web-based business valuation system called [PinPoint](#). The program is designed to help accounting, private equity and valuation firms determine an accurate and legally-defensible value for private companies.

Sageworks also offers [ProfitCents](#), which is designed to offer financial reporting for small businesses and high net worth individuals.

Pinpoint will evaluate projections based on income, asset and market approaches, allowing the valuator to produce a value from each approach and weight them accordingly based on the type of valuation they are doing.

Approximately 70 percent of privately held businesses will be [put up for sale](#) over the next 10 years as the baby boomer generation reaches retirement age. As a result, demand for valuation services is growing. In addition to their use in preparation for business sales and mergers, valuations are also in-demand for use in litigation, documentation related to estate planning and divorce, for compliance-oriented engagements such as financial reporting and corporate reorganizations, and for planning-oriented engagements for taxation and personal financial planning.

“There are a variety of valuation calculators out there, but up until now you had to pick between robust, defensible calculations and more convenient, cloud based software that allowed for multi-user collaboration,” said Scott Ogle, chief executive officer of Sageworks. “PinPoint fills this gap in the market and allows users to

calculate commercial-grade, regulatory-compliant valuations online and, in doing

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