

Strategic Initiatives

Objective

Assist with plans to acquire other companies in the industry

Methodology

- Identify and profile potential candidates
- Analyze each potential target and forecast potential synergies and duplication
- Approach potential candidates to gauge receptivity to acquisition while shielding client's identity
- Execute non-disclosure agreements
- Make client/target introductions
- Develop and articulate vision for successful merger
- Serve as "mediator" throughout negotiation process
- Participate in due diligence process
- Recommend deal structure and terms
- Interface with client counsel
- Assist in execution of the deal

Client

Confidential

Contact

President/Owner

Results

Serious negotiations with three suitable candidates; one successful acquisition consummated.



Length of Engagement

1 year

Output

Meeting preparation, meeting recaps, briefings, research, financial analyses, scenario-building



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