

Acquisition Deal Management Support

Acquisition Support Driven Towards Business Success

We specialize in providing deal management support to SME clients. This means that we support them in evaluating potential targets and then in negotiating and completing a deal. Our process includes:

- Developing a detailed understanding of the target business by working with vendors and their advisors as necessary;
- Negotiating on the terms of the offer and, once agreement is reached, preparing detailed Heads of Terms, which will include an agreed period of exclusivity in which our client can complete the acquisition;
- Assist with raising finance if necessary;
- Use the Heads to brief solicitors who will then prepare the Sale and Purchase Agreement, as well as related ancillary documents on our clients behalf;
- Manage the completion process. Our role will be to resolve any points of principle which emerge and also to provide the financial schedules for the Sale and Purchase Agreement - including the specific terms on which completion accounts (if required) will be drawn up and on which any earn-out payments will be calculated;
- Prior to completion, we will develop a management and financial integration plan, to be implemented during the weeks following completion. (There is very clear evidence that failure to plan in this way, is one of the major reasons why many acquisitions fail to deliver the improvement in profits on which they are based; and
- Attend meetings and site visits as necessary;

As the extent of deal management support required by each client can vary significantly, depending on their own experience and resources, we agree specific terms of reference and fees with each client. Our fees for this work will usually comprise a combination of commitment fees and a success related completion fee.

For a free initial discussion on the funding requirements of your business call Brian McCann on 0151 705 3520.



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Regulated by the Institute of Chartered Accountants in England & Wales for a range of investment business activities.

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