



Transaction Support Services

Introduction

Firms that have identified their own candidate for a merger or acquisition can normally get through the process of an initial evaluation of the firm to determine fit and design a business plan for how the merged firm will operate. Often, the process gets bogged down at that point because the parties don't know how to properly structure a deal, overcome obstacles and objections, deal with the minute details of agreements, and take the process through to close.

Transition Advisors has the unique experience of closing hundreds of deals of only accounting firms over the past 21 years. Although each situation is unique and the solutions always need to be customized, the consultants at Transition Advisors have run into similar situations many times in past deals. That expertise can be used to reach a successful close on your deal.....but only to the extent you need the help.

Objectives

You will receive support to the extent you need it and when you need it for: i) full evaluation of target firms, ii) valuations, iii) deal structuring, IV) design of offers, v) help with what to review in due diligence, vi) contract drafting, vii) negotiations, and viii) transition planning. We can provide our services in the background through coaching, drafting documents, or become hands on in the process working with the parties directly.

Process

A Transition Advisor consultant will meet with your management team to determine how far along the process already is. The full scope of what will be required to complete the deal will be defined. Then we will assist you in determining what your management team can accomplish on its own and where you need assistance so that the process is as effective and cost efficient as possible.

Deliverables

The deliverables will be consistent with the assistance we provide. Examples of what can be provided are:

- Written evaluation of the target firm including data regarding clients, staff, partners, infrastructure, services, and fees
- Alternative deal structures to consider that will fit the business plan you have in mind for the acquired firm
- Offer letters or letters of intent, non-disclosure agreements
- Coaching or direct involvement in negotiations
- Due diligence checklists customized for the deal you are contemplating
- Contract drafts
- Sample announcement letters and other material and coaching to assist in a successful transition of the practice acquired