



Search Services

Introduction

Firms seeking to grow through merger or acquisition that have special needs may avail themselves of Transition Advisors' acquisition search services. Transition Advisors' search services are appropriate for a firm seeking to grow through acquisitions in specific geographic regions, service or industry niches, or other targeted objectives. Transition Advisors uses its unique search techniques, transaction support, and deal management tactics to find target firms and assist in the process of successfully closing a merger or acquisition.

Objectives

The objectives of Transition Advisors' acquisition search engagement are:

- Assist a firm in defining its strategic objectives for an acquisition
- Identify the relevant target population of firms that meet the criteria
- Execute communication and screening tactics necessary to find appropriate target firms
- Assist in arranging introductory meetings and in the evaluation of target firms
- Assist in and manage the deal process leading to a successful closing of a transaction

The overall objective of the engagement is to achieve the strategic goals of the firm through a merger or acquisition.

Process

The process begins with an upfront evaluation of your firm. We determine the firm's readiness to complete a merger or acquisition based on the resources and organizational strength of the firm. This evaluation is tailored to each firm and considers its prior experience with mergers & acquisitions and goals. The evaluation phase also includes aligning Transition Advisors with the firm's management regarding expectations for deal structure, timeframes, and roles.

Once the project planning is complete, Transition Advisors will identify a list of target firms that should meet the criteria established for the search. Then several means of communicating with those firms are used to open up a dialogue allowing Transition Advisors to do a preliminary evaluation of the target firm as to fit and level of interest.

Target firms that Transition Advisors has determined are interested in the potential of a transaction and that appear to meet the established criteria are presented to your firm for evaluation. Transition Advisors will contact any of those firms that you decide are an adequate opportunity, to arrange for an introductory meeting.

Transition Advisors then supports all remaining phases of the process as the situation dictates and has been agreed to by you: Valuations, Deal Structure, Drafting Offer Letters, Negotiation Support, Due Diligence Guidance, Contract Drafts and Reviews, and Transition Planning to maximize client and staff retention.