

Mergers & Acquisitions Master Class Education Series

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BARNES DENNIG
Accounting • Tax • Business Insight



E-TAP
Prepare and acquire
a small business



Attributes Of High Value Companies

- 1. Recurring Revenues**
- 2. Pipeline and Backlog**
- 3. Strong Financial Management and Reporting**
- 4. Leadership team**
- 5. Bench Strength**
- 6. Diversified Cust Base**
- 7. Modern Facility / Equipment**
- 8. Strong IT Platform**
- 9. Deal Team and Advisors**

Deal Process – Buy side

1. **Create framework of businesses with desired attributes**
2. **Source acquisition targets**
3. **Perform valuation to establish target price**
4. **Execute Letter of Intent**
5. **Manage Due Diligence and Quality of Earnings process**
6. **Structure deal terms**
7. **Secure financing**
8. **Work with attorney to draft definitive purchase agreement**
9. **Close the transaction**

Deal Process – Sell Side

- 1. Identify goals and objectives to create exit strategy**
- 2. Perform valuation to establish target price**
- 3. Perform in-house due diligence and prepare marketing materials**
- 4. Market company confidentially**
- 5. Schedule and conduct site visits**
- 6. Coordinate with buyer on Due Diligence process**
- 7. Negotiate final deal terms via definitive purchase agreement**
- 8. Close the transaction**