



Mergers and Acquisitions/Valuations

Assess the Health of Your Business

2023

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HartBusinessConsulting.com

Mergers and Acquisitions / Valuations

We work with various stakeholders in all manner of M&A and Valuation situations. Drawing on significant Wall Street executive and consulting experience, we will help you assess the business landscape, identify targets, initiate communications with buyers/sellers, and serve as a sound advisor through the entire acquisition process. We can provide the insights needed to ensure that the due diligence process is navigated successfully and that there is a seamless closing and post-acquisition integration (when applicable).

We work with clients regarding buy-side, sell-side, partner disputes/partner buyouts, and distressed sales.

Sell Side

- Preparing a timetable for the process.
- Normalizing your financials and determining the value of your business.
- Preparing a sales deck to market your business.
- Helping prepare your business for sale and guiding you through the process to ensure value is maximized.
- Negotiating price, transaction structure, and key deal terms.
- Working closely with legal counsel regarding the transaction's SPA and other legal aspects.
- Working seamlessly with you or/and your team to evaluate available options throughout the process and post-closing.

Buy Side

- Preparing a timetable for the process.
- Identifying targets.
- Valuation of the target business.
- Merger integration analysis.
- Negotiating price, transaction structure, and key deal terms.
- Working closely with legal counsel regarding the transaction's SPA and other legal aspects.
- Post-acquisition integration.
- Working seamlessly with you or your team to evaluate available options throughout the process and post-closing.

Partner Disputes / Partner Buyouts

- Preparing a timetable for the process.
- Setting realistic expectations.
- Valuation of business.
- Review of available options.
- Mediation throughout the process.
- Working closely with legal counsel regarding the transaction's SPA and other legal aspects.

Distressed Sales

- Preparing a timetable for the process.
- Setting realistic expectations.
- Valuation of business.
- Review of available options.
- Identification of potential buyers.
- Identifying possible deal breakers/red flags.
- Working closely with legal counsel regarding the transaction's SPA and other legal aspects.

HBC is more than a transaction-based advisor. We understand your business and will work with you as much or as little as you need long after a transaction is complete.