



***Selling a business for maximum value** occurs with an appealing offering, multiple motivated buyers, and competition in the process*

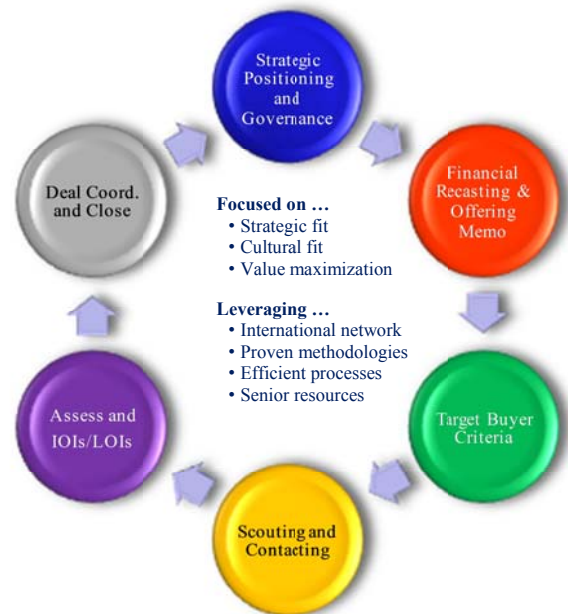
With roots in **both investment banking and management consulting**, *Gates and Company* is unique in its ability to integrate top-caliber consulting support **before, during, and after** the business sale ... **before:** *Gates and Company* ensures that businesses are prepared by helping tighten and optimize governance, operations, organizational issues, and strategic plans; **during:** *Gates and Company's* consulting research analysts help identify and assess the best matched buyer candidates; and **after:** to counter the high failure related to integration issues, buyers have often hired *Gates and Company's* consulting team to develop and help implement integration plans.

Whether an owner is looking for liquidity through the sale of their business or a company wanting to sell a non-core unit, selling a business at maximum value is a carefully orchestrated process. Understanding what prospective buyers value most, creating documentation that highlights the compelling features of the business, and coordinating and negotiating multiple offers are all ingredients that enable a business to be sold at maximum value.

Gates and Company's team of senior investment banking professionals **work on M&A transactions every day** and have broad experience assisting clients in all aspects of the M&A process, enabling company management to concentrate on the daily operations of running the business so revenues do not suffer from any distractions.

Gates and Company has been told by several of its legal partners, that its active support during the very final stages of the transaction is unique. The Company's proven sell-side process involves the following approach...

- Strategic positioning, operational and governance improvement, and transaction planning to maximize value
- Financial analysis, recasting, related transaction research, and valuation of the business/business unit
- Due diligence to speed the process for prospective buyers
- Drafting compelling Offering Memorandum and summary
- Thorough and strategically-aligned criteria development
- Identification and ranking of prospective buyers
- Anonymous contact and screening of potential buyers
- Assessing buyers and negotiating/drafting Indications of Interest and Letters of Intent
- Coordination and active support of accounting and legal activities to ensure the transaction closes
- Post-closing integration support as needed



Gates and Company has helped complete sell-side transactions with a range of U.S. and international middle-market and *Fortune* 500 companies. Please let us know if we can help you too.

