

Gates and Company is a management consulting and investment banking firm dedicated to helping companies profitably expand their business and realize gain on their growth initiatives. Our track record is impressive, having helped numerous companies reach their goals, including the following sampling:



Management Consulting

- ◆ **Market Analysis and Strategy Formulation** – To maximize success, a business needs to identify opportunities, understand the competition, and objectively assess its own strengths and weaknesses. Establishing a sense of direction that is simple, agreed to, and forward-looking enhances chances for success. We help in areas such as segmentation analysis, technology assessment, competitive analysis, differentiation strategy, pricing models, product launch, new venture planning, and strategic alliances.
- ◆ **Plan Development and Implementation** – Marketing plans, sales plans, and business plans are tools all top-caliber companies use to provide coherence and direction to the various decisions they make. *Gates and Company* develops plans appropriate to support management initiatives such as launching products, attracting investment, allocating resources, and building brand identity. *Gates and Company* can also provide support to implement portions of these plans, as well as interim management for major initiatives.

Investment Banking

- ◆ **Capital Strategy** – When pursuing new initiatives, understanding the funding requirements and projecting financial impact is a necessary first step. Deciding which projects will provide the best return on investment and selecting the proper blend of capital has significant impact on growth and corporate control. *Gates and Company* can provide assistance in areas such as cash flow analysis, business and technology valuation, capital formation, debt restructuring, budgeting, and forecasting.
- ◆ **Transaction Support** – Companies seeking expansion, liquidity, or competitive barriers have a number of transaction options available to them. *Gates and Company* has experience assisting clients in mergers, acquisitions, buy-outs, and spin-outs. Services include valuations, offering memorandum development, target identification and assessment, due diligence, sales representation, and negotiation assistance.

Differentiation Through Combined Offering

Gates and Company is unique in the significant operating experience of its Principals and the value derived from the combination of management consulting and investment banking services. Clients often seek integration support following an acquisition, business plan support preceding a capital raise, or strategic planning assistance to maximize value prior to the sale of a business. The strong and lasting relationships we develop with our clients is our proudest accomplishment.

For more information: David Gates 302-428-1338 or visit www.gatesandcompany.com