



*Successful acquisitions occur with a combination of planning, experience, capabilities, and persistence.*

M&A is one of several weapons in a company's strategic growth arsenal. With roots in **both management consulting and investment banking**, *Gates and Company* is a strong advocate of a well-defined corporate strategy to ensure strategic/bolt-on acquisitions and other organic initiatives are integrated to support growth goals and expand competitive advantages.

While acquisitions represent significant milestones for most companies, the process of organizing and executing a successful transaction requires skills and experiences that are significantly different from typical day-to-day issues. *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 "keep their eyes on the ball" and continue to manage the business.

*Gates and Company* participates with clients from the earliest stage of helping to define objectives to the successful closing of a transaction. *Gates and Company's* management consulting team can also help with implementation issues following a transaction to ensure long-term success.

*Gates and Company's* proven methodology involves the following steps ...



- Clearly define and prioritize strategy of "what you want and why" (e.g., technology/innovation, market share, profit pools, strategic control points, etc.) and develop criteria to identify opportunities in terms of product mix, technology, location, size, unique skills, etc.
- Perform global scouting to identify and rapidly screen candidates. Anonymously approach candidates to determine receptiveness to a "relationship" while avoiding signaling strategic intent to competition.
- Conduct additional high-level assessment on interested candidates and draft indications of interest and/or letters of intent. Initial integration checklists are processed to flag potential post-closing roadblocks.
- Complete detailed due diligence on top candidate(s): assess technology, management, products, financials, governance, etc.; compute valuation; risk assessment; fit analysis; etc.
- Deal structuring and negotiating; deal quarter-backing and 3<sup>rd</sup> party coordination to move transaction to a close.
- Integration planning and implementation support; corporate and industry communications; rationalization of acquired assets; etc.

*Gates and Company* has helped complete M&A transactions with well-known U.S. and European companies as shown below, as well as several middle-market companies. Please let us know if we can help you too.

