

Mergers & Acquisitions



We deliver objectives

Transaction advice is a comprehensive service that includes several separate and distinct services to owners and managers who are participating in business entity transactions. Whether you are considering selling your business, buying a business, transferring part or all of the ownership to a family member or partner, or raising capital, you will need the advice and guidance of an experienced business advisor. Our team of experienced professionals will assist you in every step of the transaction.

Available Mergers & Acquisition Services

Exclusive Sale – whether selling to the next generation or an outside party, owners often enter the sale process without representation and fail to receive top dollar for their business.

Private Growth Capital – many growing companies are too small for the IPO market and are unable to borrow additional funds from their banks. We offer relationships with investment management firms that provide private equity financing.

Balance Sheet Restructuring/Recapitalization – many companies have a strong history of generating profits, but carry an unhealthy balance sheet. We can assist in acquiring mezzanine capital to replace debt with preferred stock.

Acquisition Programs – owners often decide that the best way to grow their business is by purchasing industry competitors. We can assist in developing a strategy for acquiring businesses and identifying targets.

Potential Seller Services

- Performance of valuation services to determine the company's value and/or provide informal valuation advice.
- Analysis of the tax effects and consequences of proposed deal structure.
- Analysis of alternative deal structures.

- Aid in developing a consensus on the sale price of the business at terms acceptable to the seller.
- Evaluation of offers and assisting in discussions with buyers.
- Review and analysis of transaction documents.
- Assist with the negotiations of a definitive agreement for the sale of the business.
- Assist with the pre-closing preparation and in the transaction closing.
- Assist with the preparation of carve-out financial information.
- Provide seller due diligence by identifying potential issues to minimize surprises; analyzing financial and operational data to identify strengths and weaknesses; and preparing management and data room for buyer due diligence.

Potential Buyer Services

- Performance of valuation services to determine the company's value and/or provide informal valuation advice.
- Analysis of the tax effects and consequences of proposed deal structure.
- Analysis of alternative deal structures.
- Aid in developing a consensus on the sale price of the business at terms acceptable to the seller.
- Evaluation of offers and assisting in discussions with buyers.
- Review and analysis of transaction documents.
- Assist with the negotiations of a definitive agreement for the sale of the business.
- Assist with the pre-closing preparation and in the transaction closing.
- Assist with the preparation of carve-out financial information.
- Provide seller due diligence by identifying potential issues to minimize surprises; analyzing financial and operational data to identify strengths and weaknesses; and preparing management and data room for buyer due diligence.

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