



Mergers & Acquisitions

COMPREHENSIVE SERVICES FOR EVERY PHASE OF YOUR TRANSACTION

Buying or selling a business is a monumental step that requires a partner with expertise and a commitment to your vision and success. At SEK, our transaction advisory services team is that partner. With a blend of experience, specialization, and a collaborative approach, we deliver customized solutions that seamlessly guide your business into its next phase.

SEK prides itself on offering a holistic suite of services designed to support our clients through all stages of their transactions. We carefully craft our advisory, accounting, tax, and valuation services to address the financial and non-financial challenges that emerge at every step, ensuring a smooth and successful transition.

FOR BUYERS: A PATH TO STRATEGIC ACQUISITION

Pre-Transaction Services

- **Strategic Planning & Due Diligence:** Craft your investment strategy and experience integrated acquisition due diligence, including financial, tax, and operational diligence.
- **Tax Structuring:** Navigate acquisition and post-acquisition integration with expert tax structuring.
- **Purchase Agreement Support:** Solidify your transaction with comprehensive purchase agreement support.

Post-Transaction Services

- **Seamless Transition & Integration:** Rest assured with seamless dispute resolution, closing balance sheet validation, integration planning, and more.
- **Annual Audit and Assurance:** Ensure accuracy and compliance with our comprehensive audit and assurance services.
- **Tax Compliance and Planning:** Manage tax compliance and planning, including state, local sales & use tax, research & experimentation tax credits, and tax loss optimization.
- **Operational Improvement & Integration:** Drive operational improvement, process optimization, and smooth integration.
- **Human Resources Advisory:** Get expert guidance on personnel administration, employment policies, agreements, and compensation strategies.
- **Employee Benefit Plans:** Design, implement, and manage employee benefit plans that align with your organizational goals and regulatory requirements.

FOR SELLERS: A PATH TO MAXIMIZING VALUE

- **Tax-Efficient Exit Strategies:** Develop deal structures that maximize value and ensure tax efficiency.
- **Sell-Side Advisory Services:** Gain expert guidance through every phase of the sale process to enhance value and navigate complexities.

TEAM LEADERS

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- **Reverse Due Diligence:** Strengthen your position by identifying and addressing potential issues before they arise during buyer due diligence.
- **Value Enhancement Strategies:** Leverage targeted strategies to boost business value ahead of a transaction.
- **Financial Reporting Improvement:** Ensure your financial reporting is optimized to withstand scrutiny and add value to your exit.

FINANCIAL DUE DILIGENCE

- **Financial Performance Analysis:** Gain a comprehensive understanding of your (or the target's) financial health, including quality of earnings/EBITDA adjustments, cash flow analysis, customer and supplier relationships, carve-out considerations, product and sales analysis, cost of goods sold and margins, non-operating items, overhead expenses, and related party transactions.
- **Balance Sheet Integrity:** Evaluate working capital trends, asset quality, accrual and reserve exposures, capital expenditure needs, accounts receivable and collections, bad debt, and inventory age to ensure financial stability.
- **Tax Due Diligence:** Navigate the complexities of federal, state, and local tax landscapes, including tax structuring services, transfer pricing exposure, state tax nexus studies, tax contingencies, and opportunities for tax incentives.

BUSINESS VALUATION SERVICES

Alongside our transaction advisory expertise, SEK offers specialized business valuation services to enhance your M&A strategy. Our valuations deliver essential insights into the value of your business, empowering you to make informed decisions and drive a successful transition.

- **For Buyers:** Leverage our valuation services for accurate purchase price allocation, scenario modeling, and a clearer view of potential returns.
- **For Sellers:** Rely on our valuation services to determine an accurate business value, supporting your pricing strategy for an optimized sale.

Learn more about SEK's business valuation services

PAVE YOUR PATH TODAY

With SEK, you're not just conducting a transaction; you're setting the stage for future success. Contact us using the form below to learn how our transaction advisory services can make a difference in your next business venture.

Visit www.sek.com for more information or to schedule a consultation today!