



Selling a business for maximum value happens with a well-prepared company, an appealing offering, multiple motivated buyers, and competition in the process.

With roots in management consulting, *Gates and Company's* investment banking practice is unique in its ability to **fully prepare businesses for sale** by helping optimize governance, operations, organizational issues, and strategic plans. *Gates and Company's* investment banking team also leverages the research expertise of its management consulting team to identify the best matched buyer candidates and craft sales pitches that get buyers to bite.

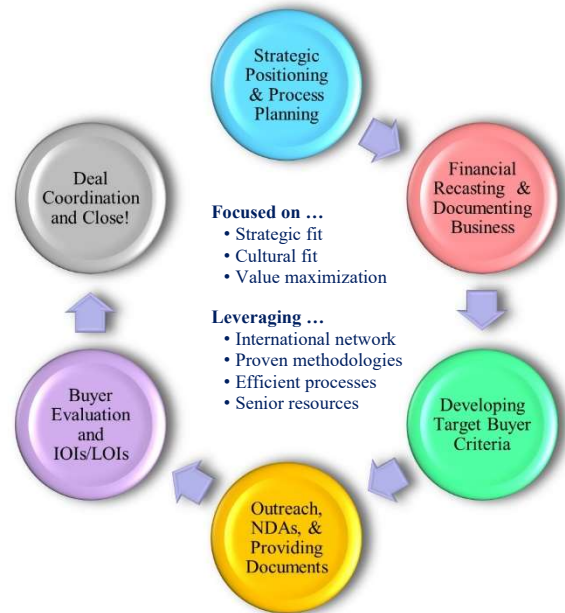
Whether an owner looking for liquidity through the sale of their company or a corporation seeking to sell a non-core business unit, selling at maximum value is a carefully orchestrated process. Understanding what prospective buyers value most, creating documentation that highlights the compelling features of the business, orchestrating an efficient and targeted outreach effort, and negotiating multiple offers 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 avoid distractions and concentrate on daily operations to ensure financial performance meets projections.

***Gates and Company* has been told by several of its legal partners that its hands-on support – all the way through to the very final stages of the transaction – is unique and highly valuable.**

Gates and Company's proven sell-side process involves the following approach...

- Strategic positioning, operational and governance optimization, 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
- Assessing the business and drafting a compelling Confidential Information Memorandum
- Strategically-aligned buyer criteria development
- Identification and ranking of prospective buyers
- Anonymous contacting and screening of potential buyers
- Executing non-disclosure agreements (NDAs), providing documentation, evaluating buyers, and negotiating indications of interest (IOIs) and letters of intent (LOIs)
- Coordination and active support of accounting and legal activities to ensure a successful transaction closing



Gates and Company has helped complete numerous business sales with a range of U.S. and international middle-market and *Fortune 500* companies as shown here. Please contact us for a confidential discussion to see how we can help you too.

