

# Mergers & Acquisitions



The decision to buy or sell a business is one of the most important decisions a business owner will ever make and requires a great deal of information gathering and analysis. Tough decisions on complex issues need to be made. Wiss can place you in a position of strength by providing you with the comprehensive information you need to properly evaluate and execute any deal.

Wiss and Company has the expertise and experience to help you navigate the particularly unpredictable business climate in which mergers and acquisitions (M&A) are conducted. We can help you manage the complexities of the process.

Through careful analysis and planning our specialists will work with you to ensure a seamless transaction. The first step includes an examination of your business and personal goals (both short-term and long-term) and your overall business strategy. With that information, Wiss will assist you in preparing an M&A roadmap which will:

- Guide you in targeting the right company to merge with or to acquire;
- Provide guidance on drafting an agreement once the right company has been identified;
- Outline the specific steps necessary to coordinate a well-planned implementation of the merger or acquisition.

Our professionals can provide merger and acquisition transaction support services including:

- Conducting a thorough and accurate valuation of the business
- Performing due diligence (accounting, financial, operations, cash flow analysis and more)
- Structuring the transaction to enhance your company's growth, competitiveness and profitability

- Evaluating operational and finance issues
- Evaluating and assisting with tax structuring issues and options available
- Addressing finance issues
- Merger risk management / acquisition risk assessment
- Post-transaction activities

Our approach is collaborative, proactive and responsive. We collaborate with clients at every step of the process, drawing on our expertise to provide strategic advice to meet your business needs. We work to keep the process on track by ensuring any issues which may occur are addressed in a timely manner and by facilitating communication among concerned parties.

Our role does not end when the final papers are signed. We understand the next step is just as important – the blending of operational systems, management styles, cultures and personalities into one cohesive business. Our professionals are there to advise on a successful integration of the business, helping companies realize their goals faster and more effectively.