

MERGERS & ACQUISITION ADVISORY SERVICES

COMPREHENSIVE TRANSACTION ADVISORY FOR EVERY PHASE

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 delivers customized solutions that seamlessly guide your business into its next phase.

We offer a holistic suite of services designed to support buyers and sellers through all stages of their transactions—carefully crafting advisory, accounting, [tax](#), and [valuation](#) services to address the financial and non-financial challenges that emerge at every step.

FOR BUYERS: A PATH TO STRATEGIC ACQUISITION

PRE-TRANSACTION:

- Strategic planning and due diligence
- [Tax structuring](#)
- Comprehensive purchase agreement support

POST-TRANSACTION:

- Dispute resolution
- Closing balance sheet validation
- [Annual audit and assurance](#)
- [Tax compliance and planning](#)
- Operational improvement
- [HR consulting](#)
- [Retirement plan design and administration](#)

FOR SELLERS: A PATH TO MAXIMIZE VALUE

- Tax-efficient exit strategies
- Sell-side advisory services
- Reverse due diligence
- Value enhancement strategies
- Financial reporting improvement

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

TEAM LEADERS

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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 transaction advisory, SEK offers specialized [business valuation services](#) that provide essential insights—empowering buyers and sellers to make informed decisions throughout the M&A process.

PAVE YOUR PATH TODAY

With SEK, we understand how buying or selling a business sets the stage for future success. Contact us to learn how our transaction advisory services can make a difference in your next business venture.