



# Merger & Acquisition Advisory

Whether buying or selling a business, our clients benefit from SEK's experienced and specialized Transaction Advisory Services Team. Our team approach and customized solutions can help your business successfully transition to its next phase.

We tailor our approach to complement the buyer's or seller's needs and provide strategic advice to assist you in minimizing the risks associated with a transaction. We place a strong emphasis on stakeholder value by identifying key risks and benefits early in the process.

Our clients benefit from a full range of advisory, accounting, tax, and valuation services that address both financial and non-financial issues that arise before, during, and after transactions.

Services we provide include buy-side, sell-side, and financial due diligence. View our full list below:

## BUY-SIDE SERVICES:

### Pre-Transaction Services

- Investment strategy
- Integrated acquisition due diligence, including financial, tax and other operational diligence
- Tax structuring for acquisition and post-acquisition integration
- Purchase agreement support
- Post-transaction services, including dispute resolution and closing balance sheet validation
- Integration planning and execution
- Valuation services, purchase price allocation, and scenario modeling

### Post-Transaction Services

- Annual audit and assurance services
- Tax compliance and planning, including state, local sales & use tax, research & experimentation tax credits, and tax loss optimization
- Operational improvement, process optimization, and integration
- Human resources advisory services, including personnel administration, employment policies, employment agreements, benefit plans, and compensation strategies

## SELL-SIDE/EXIT SERVICES:

- Deal structuring for tax efficient exit strategies
- Sell-side advisory services

## TEAM LEADERS



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- Reverse due diligence
- Value enhancement strategies
- Financial reporting improvement

## **FINANCIAL DUE DILIGENCE SERVICES:**

### **Financial Performance**

- Quality of earnings / EBITDA adjustments
- Analyze cash flow
- Top customers and suppliers
- Carve-out considerations
- Sales, product, and consumer analysis
- Cost of goods sold and margins
- Non-operating items
- Analyze overhead expenses
- Related party transactions

### **Balance Sheet**

- Working capital trends
- Quality of assets
- Accrual and reserve exposures
- Capital expenditure needs
- AR, collections, and bad debt
- Age of inventory

### **Tax Due Diligence**

- Federal/State/Local taxes
- Tax structuring services
- Transfer pricing exposure
- State tax Nexus studies
- Tax contingencies
- Tax incentives

*Visit [www.sek.com](http://www.sek.com) for more information or to schedule a consultation today!*