



## Merger & Acquisition Services

Whether you are using an acquisition strategy to grow your firm, or are considering positioning your firm for a sale, AE Guidance, LLC (AEG) has the proven expertise to fulfill essentially all of your M&A needs. Our staff members have spent their entire careers in the A&E industry, successfully completed dozens of deals and fully understand what is needed to make mergers successful, well beyond the time of transaction. We work hand-in-hand with management in developing strategic plans that include acquisition programs as part of the overall growth and diversification strategy. The M&A services we provide include:

### Buyer Representation

We can assist your firm in developing profiles of your desirable candidate firm and then utilize both our industry contacts and our relationships with other M&A professionals along with data base research to identify candidates.

### Seller Representation

You've worked hard to build your business, and often a sale is the preferred method of capitalizing on what you have built. We can assist you well in advance of a sale to put your firm in position to attract the right buyers. We will then identify potential buyers and lead you through the entire process.

### Valuation Expertise

More deals are lost due to valuation problems than any other cause. With AEG's help, you can approach the market with a realistic, fact based assessment of what your firm or your target firm is worth. This gives you the confidence to move ahead knowing that you haven't left money on the table or lost the best deal because of price concerns.

### Key Terms and Conditions

Certain deal features can have as great an impact as the stated price on the financial outcome of a purchase or sale. The purchase of stock or assets, the use of cash, stock or notes in payment and other key terms affect risk/reward and taxes. AEG professionals work with you and your legal and tax advisors to develop the best outcome.

### Due Diligence

Checking the numbers is only one part of a comprehensive due diligence process that protects the interests of both parties. Our staff can assist in all aspects of the due diligence process, including HR, IT, finance, operations, general administration and culture.

### Integration Planning and Implementation

In virtually every M&A situation, the success of the transaction is ultimately dependent on the quality of the integration planning and implementation. Our staff has the experience to address not only the basics, but more complex issues that too often cause major problems, such as client communications and employee retention strategy.