

Our Six Stage M&A Process



Locate

The UEP Group identifies companies with a high degree of strategic and organizational fit in our target markets as M&A partners, which creates a greater likelihood of transaction success. Make initial contact with potential M&A partners to set Discovery meetings.



Discover

Discovery meetings are held with target company executives to explore strategic and organizational fit between the companies and to develop an understanding of the seller's motivation for a transaction, how seller's decisions will be made, who will make decisions, and what outside factors could impact decisions in the transaction. Upon mutual agreement, enter into a non-disclosure agreement (NDA) to proceed to the next phase.



Investigate

Together with the target partner's input, conduct an initial evaluation of the operational and organizational capabilities. Completion leads to a Letter of Intent (LOI) or decision not to proceed with the process. Seller should expect to engage advisors including, but not limited to, legal, tax, and accounting by this stage of the process if that has not already been done.



Negotiate

The UEP Group's legal counsel drafts the Letter of Intent (LOI) including price, performance, people, legal protection, governance, and transition considerations for various functions such as information technology, financial reporting, payroll, and benefits administration. Deal points are refined between the parties. Completed with execution of the Letter of Intent.



Due Dilligence

Thorough due diligence with significant involvement from the target company and The UEP Group advisors, creates a greater likelihood of transaction success. Due diligence focus is generally on:

*Financial
Technical
Legal
Operational
Marketing
Culture & Values
Human Resources*



Close

Finalize the definitive purchase agreement and related transaction documents.

Transaction is funded and closed.

THE UEP GROUP

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