



# BUY-SIDE SERVICES

**You wouldn't buy a new house until inspectors investigate every inch, and you wouldn't drive a vintage sports car off the lot without having a mechanic look under the hood.** Sikich transaction advisory services team applies this same logic and scrutiny to your acquisition strategy. We place targets under the microscope to uncover the good, the bad and especially the ugly.

Our buy-side services are designed to identify transactional risk and opportunity, all within a custom scope that fits your risk profile throughout the entire acquisition process.

## PRE-DEAL

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Gain clarity around business drivers, risks and returns pre-deal.

- Identify economic incentive opportunities if adding jobs, buying/building/relocating facilities, expanding or downsizing, or purchasing equipment is on the table.
- Analyze the tax environment and lay out tax structuring options to determine which drives the most value.
- Gain an understanding of the target company's operations and identify areas for process improvements.
- Analyze organizational structure and processes to identify opportunities for growth.
- Conduct a comprehensive IT assessment to identify capabilities, risks, concerns and leverageable opportunities.

## DUE DILIGENCE

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Here is where we roll up our sleeves, get some grease on them and deliver **nearly \$20 carry for every \$1 invested** in buy-side due diligence.

### FINANCIAL AND TAX DUE DILIGENCE:

- Quality of earnings
- Working capital analysis & strategy
- Profitability analysis & strategy
- Tax planning & structuring
- Review and consult on the purchase agreement

### HUMAN CAPITAL AND OPERATIONAL DUE DILIGENCE:

- Assess risk around talent, compensation and benefits.
- Address change management and communication.
- Assess operational efficiency and identify opportunities for improvement.
- Perform background checks and corporate research.

### IT AND CYBERSECURITY DUE DILIGENCE:

- Operate without disruption by placing protective measures around systems through network design and management.
- Assess risks, vulnerabilities, compliance gaps, data protection and business continuity controls.
- Evaluate valuation on a company's data and data-related capabilities

## POST-CLOSE

Post-acquisition, it's not always driving off into the sunset. That's why we stick around to make your dreams a reality. From mitigating tax exposure to integrating workplace culture, we won't let you drive off the lot if there are additional ways we can help maximize your investment.

### ACCOUNTING, AUDIT AND TAX:

- Outsourced accounting services
- Audited financial statements
  - » Valuation procedures
  - » Opening balance sheet calculation
  - » Inventory or PP&E observations
- Tax consulting and compliance
  - » Nexus studies
  - » Voluntary disclosure agreements
  - » State credits
  - » Federal & state income tax

### IT SERVICES:

- Managed services
- Managed IT
- ERP implementation
- Cybersecurity
- Digital transformation

### HUMAN CAPITAL MANAGEMENT:

- Harmonize programs, people, processes and technology across portfolio companies
- Corporate recruiting
- Operational improvement, change management, integration support and organizational redesign

### ADDITIONAL SERVICES:

- Assign fair market value to assets from day one with a purchase price allocation.
- Identification of economic development incentives
- Governance, risk and compliance (internal audit, IT audit and corporate governance)
- Deferred compensation
- Contract disputes
- Forensic accounting and litigation resource

*Sikich currently practices in an alternative practice structure in accordance with the AICPA Professional Code of Conduct and applicable law, regulations, and professional standards. Sikich CPA LLC is a licensed CPA firm that provides audit and attest services to its clients. Sikich LLC has a contractual arrangement with Sikich CPA LLC under which Sikich LLC provides Sikich CPA LLC with professional and support personnel and other services to support Sikich CPA LLC's performance of its professional services, and Sikich CPA LLC shares certain client information with Sikich LLC with respect to the provision of such services.*

*Securities offered through Sikich Corporate Finance LLC, member FINRA/SIPC. Investment advisory services offered through Sikich Financial, an SEC Registered Investment Advisor.*

## OUR EXPERT



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## WE'RE NOT YOUR AVERAGE SERVICE PROVIDER

Sikich LLC is a professional services firm specializing in accounting, technology and advisory services. While some of our team members are recovering auditors and techies by trade, our Transaction Advisory team brings the entire firm's capabilities together to help you maximize your investments. But you should know upfront, once you partner with us, you won't want to *deal* without us.