



# SELL-SIDE SERVICES

## **Craft a compelling story for the company you're bringing to market.**

Everyone loves a good story. And we're not talking about 'once upon a time...' We're talking about the story of the company you're bringing to market. To craft a compelling narrative, you'll need to be prepared to address buyers' questions, whether they're about the awesome, not-so-great or downright ugly parts.

That's where the Sikich Transaction Advisory Services team comes in. Our team alleviates some of the stress that comes with selling and helps tell the story of the company you want to bring to market, turning surprises into interesting story arcs.

## **PRE-DEAL**

---

Set the stage for the company you're bringing to market:

- Secure operational wins by scouting for synergies that boost performance.
- Proforma adjustments to maximize deal value.
- Evaluate the game plan and scenario plan through proactive succession planning and net proceeds analysis.
- Gain insight into what the business is worth with valuations, including intangible assets and fair market value of common stock.
- Enhance buyer confidence in accurate financial reporting, robust IT security and dependable compliance procedures.
- Assistance with cleaning the financial records to the proper GAAP basis through detailed accounting services.

## **DUE DILIGENCE**

---

From uncovering skeletons to answering buyer's diligence questions, preparing for a sale is exhausting. Score major points with potential buyers that deliver over \$100 carry for every \$1 invested in sell-side due diligence.

### **FINANCIAL AND TAX DUE DILIGENCE:**

- Prepare quality of earnings and roll forwards.
- Calculate working capital analysis and strategy.
- Formulate profitability analysis and strategy.
- Manage and facilitate sell-side due diligence and data room support.
- Provide tax modeling of options and structures.
- Evaluate controllable risk.

### **IT AND CYBERSECURITY DUE DILIGENCE:**

- Assess if current systems will support the future business.
- Ensure protective measures are in place so buyers aren't acquiring a costly breach.
- Identify compliance gaps and evaluate data protections and business continuity controls.

## POST-CLOSE

Our transaction advisory services bring together multiple disciplines to provide you cohesive recommendations and seamless service. Take a look at our suite of services.

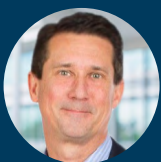


Sikich practices in an alternative practice structure in accordance with the AICPA Professional Code of Conduct and applicable law, regulations, and professional standards. Sikich CPA LLC is a licensed CPA firm that provides audit and attest services to its clients, and Sikich LLC and its subsidiaries provide tax and business advisory services to its clients. Sikich CPA LLC has a contractual arrangement with Sikich LLC under which Sikich LLC supports Sikich CPA LLC's performance of its professional services. Sikich LLC and its subsidiaries are not licensed CPA firms.

"Sikich" is the brand name under which Sikich CPA LLC and Sikich LLC provide professional services. The entities under the Sikich brand are independently owned and are not liable for the services provided by any other entity providing services under the Sikich brand. The use of the terms "our company", "we" and "us" and other similar terms denote the alternative practice structure of Sikich CPA LLC and Sikich LLC.

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

## OUR EXPERT



**JOHN IWANSKI, CPA**  
NATIONAL LEADER & PRINCIPAL,  
TRANSACTION ADVISORY SERVICES

**T:** 312.310.4404  
**E:** john.iwanski@sikich.com

## WE'RE NOT YOUR AVERAGE SERVICE PROVIDER

Sikich is a professional services company 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 company'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.

877.279.1900 | [info@sikich.com](mailto:info@sikich.com)