



# eMerge M&A

**Experts in the Confidential Sale of Private Companies**

## *Making a Market for a Privately-Held Company*

*Our M&A process has a 100% success rate in generating premium offers.*

*We know what buyers look for – and we're on your side.*

**Video Conference**  
What are your personal goals?  
Is now the right time? If not, when?

**On-Site Discovery**  
How do we think the market will respond?

**Company Analysis**  
We want to know your company as well as you do!

**Develop Confidential Business Review (CBR)**  
Forward looking detailed presentation of intangible and tangible assets.

**Develop Buyer List**  
Can only be done once the CBR is done. Who would want you and why?

**Market Launch**  
Highly proactive process.

**Receive Confidentiality Agreements**  
From target buyers.

**Conference Calls**  
"Virtual" company tour.

**Preliminary Offer**  
The CBR was created so buyers can provide a Preliminary Offer – no actual visit needed.

**Site Visit With Buyers**  
Only if Preliminary Offer is acceptable.

**Letter of Intent – the "LOI"**  
Outlines details of the transaction.

**Choose Buyer and Transaction**  
Highest price isn't always the best deal!

**Manage Due Diligence**  
Keep other potential buyers interested.

**Manage Closing Documents**  
The most comprehensive and challenging step in the process – but we have seen it all!

**Close the Transaction**  
Usually done virtually. No "Board Room" signing.

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