

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 – but we're on your side.

Video Conference

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

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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