

PRE-TRANSACTION ADVISORY CASE STUDY

VALEDOR PARTNERS LLC

Valedor Partners successfully worked with the owners of a multi-location specialty retail company to prepare for a transactional process.

- The client company has grown steadily over the past 10+ years to exceed the management capabilities of the founding husband and wife ownership team.
- **Problem:** Current owners had built a strong specialty-retailer and wanted to sell their business, but did not know how to prepare personally or prepare the business for a sale process.
- **Actions:**
 - Reviewed financial, operational, and strategic information provided by the company. Prepared a process based on the situation and desired outcome to unfold over the next 3-6 months.
 - Prepared budgets and financial KPIs to allow the owners to better manage the profitability of their business during the pre-sale process. Developed a strategic plan to demonstrate the potential growth opportunity to potential buyers. Discussed value expectations with the owners.
 - Researched investment banks and identified 10+ potential advisors located all over the U.S., narrowed to 4 who pitched the owners for the opportunity to represent the company. Selected a specialist in the segment to represent the company.
 - Supported the owners in selecting experienced transactional counsel and prepared them for the legal documents they would see and positions they would need to consider.
 - Reviewed and helped prepare due diligence response items, provided views on business terms of legal documents, interacted with all transactional advisors.

- **Results:**
 - **Financial analysis and preparation helped the owners target specific cost savings items that improved the value of the business while preparing for the transactional process.**
 - **Process resulted in a value that met the expectations of the owners and exceeded a prior offer meaningfully.**

PTAS PROCESS OVERVIEW

