

ACQUISITION RESEARCH METRICS SERVICES

Growth through the acquisition of strategically aligned companies is a competitive process, and it is becoming more and more challenging to locate and approach appropriate targets. CRI Capital Advisors created Acquisition Research Metrics (ARMS) to provide business owners with both relevant data and a group of entities to consider.

▶ 3 Advantages of ARMS

- 1 Your time is best spent on growth and operations, not acquisition search initiatives.
- 2 Your resources are best spent on current needs, not on M&A industry reports or data mining.
- 3 Your focus is best spent on increasing your company's value, not in the calculations required to determine an acquisition's value.

You get to do what you do best, while ARMS handles the M&A functions that do not require your immediate attention.

▶ CRI Capital Advisors ARMS Options

- 1 **Industry research and reporting** narrowed to your NAISC code. This process will provide a look at current trends, M&A activity, chief players, and projected growth.
- 2 **Acquisition search.** Our suite of robust tools allows for the effective location of potential companies you may want to consider acquiring. This search considers factors that you find most attractive in a target company.
- 3 **Acquisition assessment.** Upon agreement with a target, you may want to determine their value to bid suitably and counter their pricing structure. With the proper financial data, we can aid in determining the multiple ranges of deals occurring in your industry.
- 4 **Additional services.** CRI Capital Advisors is available to review LOIs, offer analysis, assist in diligence, transaction support, and M&A consulting.