

DUE DILIGENCE AND TRANSACTION SUPPORT

Striking the deal is just the tip of the iceberg, especially when the acquirer is a private equity group or larger corporate entity. The rigorous due diligence process and the risk of a material “re-trade” on valuation late in the game are the submerged elements of the process that many sellers don’t see until momentum has shifted in the acquirer’s favor.

When navigating a transaction with a professional acquirer, he or she will make sure to leave no stone unturned. These thorough procedures translate into a due diligence process that is often profoundly deeper and broader in scope than you may anticipate.

Through its Due Diligence and Transaction Support Services, CRI Capital Advisors works alongside its clients to manage the expansive due diligence process and mitigate potentially hidden risks that lie below the surface of a seemingly amicable process.

▶ Due Diligence and Transaction Support Services

- Coordination and synchronization of multiple due diligence request lists submitted by the acquirer and their specialized third-party diligence services providers (business, legal, accounting, tax, HR and benefits, and environmental).
- Compilation and organization of massive amounts of data and documents required during an exhaustive due diligence process. CRI’s management of a secured electronic data room helps to facilitate the entirety of the process.
- Preparation and presentation of financial and operational exhibits based on CRI’s extensive experience and insight into the forms and structures within which professional acquirers are accustomed to receiving and reviewing data.
- Validation, investigation, and when necessary and appropriate, refutation of an acquirer’s allegedly adverse due diligence findings upon which they will attempt to decrease the purchase price or insert less advantageous terms for the seller.
- Consultation and collaboration with the seller’s attorney to construct disclosure schedules, prepare working capital calculations, and to the fullest extent possible, perfect the data set upon which the transaction is based.

A seller’s methodical and comprehensive response during the due diligence phase of the process reduces the chances for a failed process, a surprise “purchase price adjustment,” and a post-closing claw-back of proceeds based upon the acquirer’s allegations of inadequate or inaccurate data.

The transaction professionals at CRI Capital Advisors help you mount a thorough response amid the due diligence process and drive your business toward closing with the agreed-upon price and terms.