

Transaction Advisory Services

MAXIMIZE TRANSACTION VALUE AND ROI WITH A GLOBAL MIDMARKET TRANSACTION ADVISORY LEADER

As a top 50 business advisory and CPA firm, Aprio's dedicated Transaction Advisory Services team leverages a breadth of domestic and international experience to guide you across the transaction lifecycle. Our track record speaks for itself: over 70% of our clients have performed multiple transactions with Aprio. Our team averages 85+ transactions annually and 40+ private equity firms partner with Aprio for comprehensive services. We specialize in transaction sizes from \$5 million to \$50 million.

Experience with personalized service

From preclose alternatives and preparation to deal execution, we help you make informed decisions based on quality data to maximize your transaction value. Aprio goes well beyond routine due diligence to provide an independent perspective that identifies optimal tax structures, "deal breakers" and opportunities for higher ROI.



Big Four experience

A dedicated transaction team with extensive Big Four experience, delivering service with personalized attention.



A national provider

One of the largest financial, tax and IT due diligence practices of any privately-held accounting firm.



Protect shareholder value

Identify deal breakers and obstacles that can impact value and impede synergies.



Position for success

From quality of earnings (QoE) reports to understanding revenue recognition and tax impacts, we help you communicate your position.

Expertise that delivers confidence



Transaction Advisory Services (M&A)

Leverage comprehensive financial, tax and IT due diligence to successfully prepare for and execute buy-side and sell-side M&A, private equity and strategic investments. Aprio's transaction experience and proven processes help you shorten response times, mitigate risk and accelerate growth.



Audit & Assurance

Drive strategic insights through financial and nonfinancial reporting for regulatory and contractual compliance, IT and vendor risk management, ESG initiatives and more. Aprio's remote audit services deliver the efficiency, accuracy and communication you need with less business disruption.



Tax Services

Maximize profitability and minimize exposures through domestic and international tax structuring; planning and compliance; and multijurisdictional sales and use tax optimization and compliance. Leverage all available tax credits and incentives, such as research and development (R&D) tax credits, to increase cash flow.

BUY SIDE SERVICES

Investment Preparation

- Target screening and ranking by financial and operational metrics
- Synergy analysis and modeling
- Valuation
- KPI identification

Transaction Execution

- Deal structuring, bid and negotiation support
- Capital financial advisory support
- Financial, tax and IT due diligence
- Integration planning road maps with short, medium and long-term goals
- Tax structuring and legal entity valuation
- Preliminary purchase price allocation
- Post-close accounting and operational preparation
- Transition service agreement (TSA) structuring
- KPI measurement

SELL SIDE SERVICES

Investment Preparation

- Acquirer screening and buyer group rationale analysis
- Carve out/stand-alone financial statement preparation
- Divestiture presentation and CIM support to increase demand with potential buyers
- Evaluate the tax impact on the business and shareholders, and focus on optimal transaction tax structure
- Presale financial due diligence with a focus on QoE, working capital and financial commitments
- Discussion and preparation of diligence data
- Collection and population of data room with commonly requested diligence items
- Deal model and valuation review

Transaction Execution

- Run project management office; facilitate additional requested diligence data, ensuring consistency and accuracy; and preparing management for and conducting management interview meetings
- Deal structuring, bid and negotiation support, and capital financial advisory
- TSA structuring
- Assistance in evaluation of solicited offers, including price, structure, non-cash consideration and other buyer conditions

Industry experience

Aprio has deep experience addressing the financial, tax and IT drivers that impact performance within the following industry segments:



Manufacturing and Distribution



Technology and Blockchain



Retail, Franchise and Hospitality



Professional Services



Healthcare

About Aprio

Since 1952, clients throughout the U.S. and across more than 50 countries have trusted Aprio for guidance on how to achieve what's next. As a premier, CPA-led professional services firm, Aprio delivers advisory, assurance, tax and private client services to build value, drive growth, manage risk and protect wealth. With proven expertise and genuine care, Aprio serves individuals and businesses, from promising startups to market leaders alike.

Aprio.com

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