

TRANSACTION SERVICES PRACTICE GROUP



Transaction Services Practice Group

Mergers & Acquisitions (M&A) are among the most complex transactions an enterprise can undertake. In today's business environment, mergers and acquisitions by middle market businesses are being considered with greater frequency. Strategic buyers and private equity firms with significant capital are fueling the growth of middle market transactions. Furthermore, business succession issues and liquidity events are becoming a high priority as the baby boomer generation continues to age.

These facts, combined with significant multiples for sellers, have created a market ripe to consummate transactions. An effective M&A strategy requires careful planning, beginning with choosing the right advisers to assist in navigating the intricacies of completing an M&A transaction.

Marcum responded to the needs of buyers and sellers of entrepreneurial middle market companies by creating a highly skilled practice group with the requisite skills and experience. The Transaction Services Group includes accounting, tax, valuation and other consulting professionals who understand the intricacies of M&A transactions.

Marcum LLP's Transaction Services Group professionals recognize that each transaction is unique and the suite of services required varies with each transaction. The group's approach is tailored to complement the buyer's or seller's needs and to provide strategic advice to minimize transaction risks. We provide mission-critical M&A support by placing a strong emphasis on stakeholder value while identifying key risks and benefits early in the process.

Marcum's Transaction Services Group's core services for buyers and sellers include:

FINANCIAL DUE DILIGENCE

Quality of earnings reviews which include reviews of:

- External Auditor Workpapers
- Customer and Vendor Relationships
- Financial Projections
- Management Information Systems
- Compensation and Benefits Contract
- Contingency Analysis
- Corporate Governance Functions
- Internal Controls
- Analysis of Industry Trends and Market Outlook
- Analysis of Working Capital and Cash Flow Requirements

TRANSACTION ADVISORY SERVICES

- Asset and Stock Sale Comparisons
- 338 h (10) Elections
- Tax Minimization Strategies
- State & Local Tax Analysis and Planning
- Transaction Financing Assistance
- Analysis of Securities and Exchange Commission Requirements
- Review of Asset and Stock Purchase Agreements
- Tax Attribute Preservation
- Sell-Side Exit Strategies
- Sell-Side Preparation of Business or Division to be Sold
- Business Combinations, Combinations, Recapitalizations, Leveraged Buyouts and Reverse Mergers

VALUATION SERVICES

- Purchase Price Allocations
- Asset Impairment Analyses
- Enterprise Valuation

POST-TRANSACTION SUPPORT

- Post-Closing Adjustments
- Profitability Analyses
- Tax Compliance
- Financial Statement Audits