



Selling your business on your terms

...in a confidential and minimally disruptive process.

Achieving your objectives

Harborside partners with Business Owners who are selling their business or seeking an investment partner and prefer a process that they control and that results in a highly qualified buyer or investor that shares their vision. If you are a business owner considering selling or looking for an investor, we are confident you will find our strategy aligned with your interests and your best strategy for achieving your objectives.

How we are aligned with your interests... and your best choice

As an M&A Buy-side advisor to buyers and investors, Harborside's relationships with private equity and family offices are extensive and ideal for identifying select buyers and investors. From our vast array of client and business relationships, we will identify the right partners which meet your stated objectives and who are an optimum fit.



A confidential and minimally disruptive sale process

The Harborside team will work with you to understand your business and the expectations you have for the sale process. Once we know your business, we will, with your input, create a Company Overview that will be used in discussions with prospective buyers and investors. We carefully evaluate candidates based on the agreed-upon criteria to identify the ideal buyers for you to consider. After you meet with and endorse a buyer or investor, we facilitate follow-on discussions leading to ongoing exchanges of information and transaction discussions. You are always in control.

Our approach

Whether you are interested in selling all or a portion of your company, we will provide guidance and options to attain your specific objectives. Harborside's approach is about alignment. We work to understand your goals and then engage interested buyers having a confirmed interest in your business. All prospective buyers are groups we know, trust, and in whom we are entirely confident introducing to you. As a buy-side advisory firm, Harborside's fees are paid by the buyers.

The highest quality, most active buyers

The Buyers and Investors we will introduce are among the most recognized and active acquirers of North American businesses. All have a high level of interest in deploying capital by acquiring or investing in companies. Most are in the following groups:

- Private Equity Firms
- High Net-Worth Family Offices
- Select Corporate Groups

Buyers' / Investors' profiles

Buyers' and Investors' capital ranges from \$50 million to \$4 billion. Each group has unique objectives, with a wide array of interests in targeting company sizes, sectors, and strategies. Most prefer keeping management and welcome owners to remain or stay for an agreed-to time through a transition period. Buyers and Investors typically prefer keeping the company intact and at its current location.



An invitation

If you are the owner of a business and considering selling all or part of your company, or you are proactively exploring how to find highly qualified buyers for your business, I welcome a confidential conversation. I would be delighted to explain our process and how we are best positioned to help you.

Gary Hull, President

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