



# For Owners Considering Selling

## Buyers with Capital Interested in Your Company

### Harborside M&A Advisory

Harborside M&A Advisory supports business owners in achieving their objectives of selling their business to a highly qualified buyer, and on terms they have outlined. If you are an owner that is considering selling, we are confident that you will find our approach to selling your business to be highly aligned with your interests and your best strategy for achieving your objectives.

### The Buyers

The buyers we will introduce are among the most active acquirers of businesses in North America, and they have a high level of interest in deploying capital through acquiring or investing in businesses. Most are in the following groups:

- Private Equity Groups
- Family Offices
- Independent Sponsors
- Select Corporate

### There Are Buyers for Your Company

The capital managed by these groups varies widely nominally ranging from \$50 million to \$3 billion. Each group has unique interests, and there is a wide array of interests as to company sizes, sectors, and strategies. Most prefer management in place and understand that sellers may prefer straying or departing at some point. There is typically a preference for keeping the company intact and in its current location.

### Quick, Quiet, Confidential, and Minimally Disruptive

Once we have an understanding of your business and your objectives, buyers fitting that criteria will be identified from the above groups. Through confidential discussions with the buyer groups, an optimum buyer is selected for your approval. Where there is interest, an initial follow-up buyer meeting will be arranged to personally explore mutual interests in a transaction.

## What to Expect

### ....From Harborside

- Introduction to qualified buyers
- Buyers with verified interests
- Buyers that are a good fit
- Professional business overview
- Documentation guide, counsel
- Assured confidentiality
- No Harborside transaction fees
- A Quick, Quiet, Confidential, and Minimally Disruptive Transaction

### .... From the Buyers

- Knowledgeable, verified interest
- Financially qualified for transaction
- Available, deployable capital
- Ability, interest to close quickly
- Concur on valuation range
- Transaction approach as indicated
- Specific seller concerns addressed
- Will have signed an NDA
- Cultural fit for the company

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## This is what Harborside Will Do for You

- 1 We will introduce a financially qualified buyer that has a confirmed interest in your company, based on the information provided.
- 2 We will also develop an understanding of your objectives and valuation range expectation in the interest of selecting a buyer that will share an appreciation of those perspectives.
- 3 With the information provided, a professional Company Overview will be compiled that will provide prospective buyers a high-level understanding of the company.
- 4 We will provide a guide as to the transaction documentation and financials needed.
- 5 If you have after sale concerns, a buyer will be introduced that is positioned to accommodate those concerns.
- 6 Confidentiality is always maintained for confidential information and documents. Prospective buyers will always sign NDAs.
- 7 There are no Harborside transaction fees. Buyers pay the Harborside fees.

## Our Approach

Whether you are interested in selling all or a portion of your company, we can provide guidance and options given your specific objectives. The Harborside approach is about alignment. We work to understand your goals, and then provide introductions to interested buyers having a confirmed interest in the business, based on the information we have provided, and your assessment of the fit.

## Options

While most owners prefer selling 100% of the business, there is a preference with some owners, as well as with some buyers, for retaining an equity interest and continuing their role for a period or ongoing. For those interested in selling minority interests, there are buyers/investors that have an interest in being in the minority investor role. The minority investor's criteria tends to focus on companies with predictable and recurring revenue, consistent EBITDA of 10%+, and strong management that will stay. These options, and many others are possible, and there are buyer groups with interests that will accommodate many of these preferences.

## An Invitation

If you are the owner of a business and are consider selling, or you are just proactively exploring how to find highly qualified buyers for your business, we welcome a confidential conversation. We are glad to explain our process, and why it is a Quick, Quiet, Confidential, and Minimally Disruptive Transaction and results in a sale to a qualified buyer and on the terms, and the valuation range you expect.

### The Harborside Team

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