



Merger and Acquisition Services

The Challenge

Every business purchase, sale or acquisition offers opportunities and pitfalls that can determine the fortunes of the companies involved for years to come. Many companies considering a merger or acquisition don't have the internal resources to conduct an efficient and thorough analysis, and a cadre of outside accountants and lawyers is a costly remedy. And while these firms are thorough-going professionals, the need by all parties to contain costs often results in a mechanical approach and a rush to close the books as quickly as possible. All the boxes are checked, but the final analysis is often a static, one-dimensional image of the company.

The Solution

Blythe Global Advisors has the expertise and experience to help companies transact mergers or acquisitions efficiently and on time. Our experts have completed dozens of transactions, and our clients can attest that we hit the ground running and always leave companies ready to meet their reporting obligations and better positioned to reach their strategic objectives. Our extensive M&A portfolio enables us to work quickly at a very deep level. We know where to look for potential value or profitability (as well as long-term threats) that might otherwise go unmarked. We feel that buyers and sellers alike are entitled to a multidimensional, forward-looking analysis so both sides can more accurately assess current and future value.

We deliver these results through **BlytheTeamSM**, our alliance of former **Big Four partners/executives**, current industry entrepreneurs, and former corporate finance and accounting senior executives/professionals. These experts bring extensive knowledge of U.S. and international accounting principles and regulations, seasoned leadership, an unbiased real-world perspective, and broad industry expertise to intricate transactions and complex accounting issues and then evaluate them in the light of current business and economic conditions. Our judgment decisions are based on the sound and secure application of rules and regulations and have withstood the kind of severe scrutiny that mergers and acquisitions must undergo.

Our M&A Services At-A-Glance

Our end-to-end services are customized, flexibly priced, offer specially developed tools and templates, and include the hallmarks of every BGA engagement – turnkey implementation, knowledge transfer and measurable results.

More detail on our services follows.

If you're contemplating a sale, merger or acquisition, call us.

We have a proven record of helping clients make investment decisions with confidence.

Our M&A Services In Detail

World-Class Services for Every Phase of a Transaction

Due Diligence

Due diligence is critical in determining if the underlying assumptions of a merger or acquisition have been correctly assessed. We help you collect, scrutinize and verify all required information and documentation to identify problems, errors, inconsistencies, threats, opportunities, etc. We also review financial models to determine if they are accurate and viable.

Deal Structure Analysis

Putting together the definitive agreement involves intricate issues such as working capital adjustments, capital reserves, earnouts, etc. – all of which have complex accounting implications. We help you structure a final agreement that identifies future accounting problems, risks and opportunities; and we propose proven solutions for each situation.

Integration Planning and Implementation

Taking advantage of synergies early can get a merger or acquisition off to a fast start. Whether you manage the integration process internally or outsource the work, our specialized templates help keep you on track and on time. We also evaluate the implications of the merger or acquisition on contracts in place with customers, partners, vendors, etc. and develop solutions to safeguard your relationships with these key constituencies.

Accounting Implications

Determining the appropriate accounting treatment for business combinations is complicated, and correcting errors is costly and time-consuming. We identify current and future accounting implications and recommend on-going accounting treatment. If we conclude a valuation expert is needed, we help identify the right firm, coordinate interactions among all parties and review conclusions.

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