

MERGERS & ACQUISITIONS ADVISORY (1)



Unique ID	710594493	708636119	690665327
Firm Location (City)	Norwood	Greater Boston Area	Sharon
Firm Location (State)	MA	MA	MA
Firm Location (Zip)			
Your firm's geographic range (where you will accept clients from)	National, but we have concentration in New England due to our referral network.	We accept client from across the US. Majority of the client base is in New England.	All over the USA and overseas.
General description of your firm's offerings	We sell businesses ranging in Revenue from \$5m to \$50m. We value, market and negotiate to drive and obtain premium values for our clients	We are a mid-sized CPA and business consulting firm serving entrepreneurial organizations with a wide range of services beyond audit and tax services.	Founded in 2005, our firm is a Company Sale and Company Acquisition Consultancy. We connect buyers and sellers for company sales, mergers, acquisitions and investments in privately held businesses. Most transactions we are involved in have a value between \$1 million and \$25 million. We strive to bring the best of our experience of working for multi-billion dollar companies to small and mid-size companies while keeping our prices low enough to make them affordable to our client.
Specific services or niches your firm specializes in	We have a proprietary service platform specifically designed to assist business owners who have already identified a prospective buyer. These owners need advice to reach a deal with the proper value and structure which actually closes. Converting a friendly handshake into a deal which survives several rounds of renegotiation and due diligence can be a long and challenging process to navigate. Our approach will enable business owners to benefit from the expertise of Beacon Equity Advisors with a fee structure contoured to their particular transaction.	With strategic and informed advisory support from our firm, the structuring, negotiation and execution of your transaction is addressed in a way that supports the achievement of your ultimate definition of success. We're able to quickly uncover critical issues and key risk factors as well as identify opportunities to maximize your position in ways that are not always readily apparent. -Buy-Side and Sell-Side M&A Advisory -Buy-Side Due Diligence -Financial Due Diligence / Seller Quality of Earnings Analysis -Business Valuation -Deal Negotiation -Business Transition Planning -Succession Planning	Company Sale and Company Acquisition Consultancy Business Appraisal Deal value between \$1 million and \$25 million
How your firm gets paid (Hourly, Modular, Commission, % of Sale Price, etc.)	Monthly Commitment Fees Milestone Payments Success Fees based on Deal Value	Largely depends on service, primarily fee arrangements are either fixed fee or T&M	Monthly retainer and commission for M&A work Flat fee for appraisal work Some consulting work on an hourly rate (but that is rare)
Do you do free initial consultations? 30 mins, 60 mins?	Yes	Yes initial complimentary consultations are 60 min	Yes
Number of employees in your firm	4	200	1
What makes your firm unique?	We only provide partner-level service. All the services provided to our clients are executed by our partners. Our partner only work on a maximum of 4 engagement at any one time. This allows up to commit the proper amount time, effort and focus to get the results desired by our clients.	Our service offerings are purposefully designed to cater to the growth-minded entrepreneur. Our firm has the ability to work with business owners from start-up stage through maturity to exit.	1) I'm a Certified Business Appraiser (CBA) and Certified Valuation Analyst (CVA). Few business intermediaries serving small and mid size companies have professional valuation credentials 2) I used to work for some of the largest companies in the world and have a very high level of professional experience: more than a decade working for multinational corporations and 15+ years serving privately held, small and mid-sized companies 3) I have lived in 5 countries on 3 continents and thus have a lot of international contacts
Minimum Client size (# of Employees / Revenue / EBITDA etc.)	Revenue Minimum: \$5m EBITDA Minimum: \$500k	Our clients range from start-up to \$100 million in revenues	My clients typically generate between \$500,000 and \$5,000,000 in adjusted annual EBITDA.
Industries Services (All or Specific)	All	All	All, with a focus on companies with intellectual property, and companies related to construction, engineering and real estate.
Other criteria in choosing your prospects	Ideally our clients have strong team of professionals and internal resources. We look for interesting and profitable companies that need their story to be told to maximize value.		
Number of years experience in your field	12	30	25
Industry Designations (CFP, CLA, CPA etc.)	CPA, CM&AA	CPA	Certified Business Appraiser (CBA), Certified Valuation Analyst (CVA)
Best times to contact you			
Preferred Communication Methods	In Person Phone Email Zoom / Skype etc.	Phone Email Zoom / Skype etc.	In Person, Phone, Email, Zoom / Skype etc.
Elevator Pitch / Anything prospective clients should know about you?			Most business owners dream of bringing their products to market, changing their industries, innovating the business landscape, and making a thoughtful impact on society. Or... maybe they dream of making lots of money...who knows, but what they never dream of is the challenges, complexities, and downright headaches it takes to actually own and run a company in 2020. We are experts on both strategic and operational HR making business ownership more of a daydream than a nightmare. Let us help.

MERGERS & ACQUISITIONS ADVISORY (2)



Unique ID	735902341	745791834
Firm Location (City)	Ponte Vedra	Dedham
Firm Location (State)	FL	MA
Firm Location (Zip)		
Your firm's geographic range (where you will accept clients from)	Throughout the United States and Canada	Continental United States
General description of your firm's offerings	We are a boutique investment banking firm helping company owners sell their businesses. The majority of the companies our clients own generate revenues of \$10 million to \$100 million, and are positioned in the FinTech, HRTech, IT Consulting, and Industrial and Industrial Tech sectors. Client ownership type includes family-owned, founder-owned, private equity backed, and other closely held businesses. The firm serves both seasoned and first-time sellers alike.	We are a National Business Brokerage and Business Valuation firm serving clients in greater New England and across the country. The firm's principals and affiliates have extensive experience in marketing, selling and valuing business in manufacturing, distribution, technology, healthcare, education and business services. Our typical client's range in revenue from \$2-25 million.
Specific services or niches your firm specializes in	Within the firm's Industrial Tech practice, we represent niche manufacturers, added value distributors, automated solutions providers, specialty equipment and electronics companies. The firm also represents related service companies including test and measurement, design and engineering, installation and maintenance, and industrial safety providers.	The firm's principals and affiliates have extensive experience in marketing, selling and valuing business in manufacturing, distribution, technology, healthcare, education and business services. Our typical client's range in revenue from \$3-25 million. Depending on the size of the client, the expected acquiror and potential value of the company we apply either a business brokerage direct marketing approach or a Merger & Acquisition approach intended to create a competitive auction for the business to optimize sales price. In each case, we provide concise, transparent confidential information regarding your business to selected, qualified, interested buyers to support a seamless sale process culminating in a transaction. The firm is a member in of the International business Brokers Association (IBBA) and M&A Source. Our business valuation practice certified business valuation to our clients for exit planning, estate planning, partner and family matters. We also provide litigation support services in these matters. The firm is a member of the National Association of Valuators and Appraisers (NACVA)
How your firm gets paid (Hourly, Modular, Commission, % of Sale Price, etc.)	Monthly retainer and success fee	Typically, we require a small retainer in initiate the M&A process. The bulk of our compensation is paid as a success fee when the business is sold Our business valuation practice has a tiered fee schedule depending on the complexity of the valuation
Do you do free initial consultations? 30 mins, 60 mins?	Of course	YES
Number of employees in your firm	20	The firm has two principals and draws on a affiliate network of 22 M&A professionals
What makes your firm unique?	Client commitment, vertical focus, quality of services, corporate culture, transaction experience	We understand the business environment and get results for our clients The Depth and Breadth of experience in Finance, Information Technology, Distribution Human resources and Manufacturing having consulted to or managed those functions Relentless focus on Client Relationship Management We get the job done with good outcomes for our clients.
Minimum Client size (# of Employees / Revenue / EBITDA etc.)	Minimum revenue: \$10 million; minimum EBITDA: \$1.5 million; minimum Enterprise Value: \$10 million	Two-Twenty Five Million in Revenue EBITA greater than 400k
Industries Services (All or Specific)	FinTech, HRTech, IT consulting, Industrial and IndustrialTech	All
Other criteria in choosing your prospects		
Number of years experience in your field	25	35
Industry Designations (CFP, CLA, CPA etc.)	Series 79, 63	MBA, CVA
Best times to contact you		
Preferred Communication Methods	In Person Phone Email Zoom / Skype etc.	In Person Phone Email Zoom / Skype etc.
Elevator Pitch / Anything prospective clients should know about you?	I've worked with both seasoned and first-time sellers throughout my career, and am always looking for ways in which I can help. Whether your ready to sell your company today, are considering selling your business 6/12 months out, or just want to get a better sense of the company sale process, please don't hesitate to contact me. I'm always interested in meeting new owners, learning about their businesses, and sharing my expertise and sector insight.	Whether you are seeking to sell, acquire, value or optimize the performance of a business enterprise KD-Partners can help you realize our objective.