

MERGER & ACQUISITION SERVICES

COMPLETE TRANSACTION MANAGEMENT

Whether buying, selling or merging, the Merger & Acquisition team of Apple Growth Partners, supported by The McLean Group, address every stage of the transaction. Our experts provide both strategic and tactical perspectives to define opportunities and ensure that the key success factors of the transaction are met. Our M&A team is led by Robert Turner, Director of The McLean Group's Cleveland office. As an affiliate of The McLean Group, we have access to an international database of active businesses, the resources to bring buyers and sellers together, capital acquisition strategies, and experts to facilitate the transaction.

STRATEGIC PLANNING IS THE STARTING POINT

Through industry and competitive analyses, market research and benchmarking, we first identify opportunities, and then define their parameters. By specifically noting your organization's characteristics, culture and critical success factors, we can better qualify potential transaction candidates.

SEARCH, SCREEN AND EVALUATE

Beginning with a preliminary search of interested parties, we screen candidates against your criteria and opportunity parameters to identify the most suitable. As part of the evaluation process, a business valuation helps to establish both quantitative criteria and qualitative targets. The question we ask is - will the transaction really create value.

TACTICAL PREPARATIONS AND CLOSING THE DEAL

At this point, our team will collaborate with you on capital acquisition or financing arrangements. During negotiation and structuring, we'll help determine whether a company will be merged, acquired, affiliated or held as a subsidiary. And we'll work with your legal and financial advisors through the closing of the transaction.

INTEGRATING THE NEW VENTURE

One of the most critical determinants of the transaction's success is the integration of the new entity. Our process of integration considers personnel issues, human resource compliance requirements, policy and procedure updates, benefit plan considerations and corporate culture. and finally, we can assist with the strategic and succession planning needs of the new organization.

Growth Services

ACCOUNTING & TAX • AUDIT & ASSURANCE • SUCCESSION PLANNING • BUSINESS VALUATION • MERGERS & ACQUISITIONS
LITIGATION CONSULTING • TECHNOLOGY CONSULTING • ESTATE & FINANCIAL PLANNING • EMPLOYEE BENEFITS • BUSINESS ADVISORY BOARDS

Industry Experts

AUTOMOTIVE DEALERSHIPS • CONSTRUCTION • GOVERNMENT • HEALTHCARE/BIO TECH • HIGH TECHNOLOGY • MANUFACTURING & DISTRIBUTION
NOT-FOR-PROFIT • PROFESSIONAL SERVICES • REAL ESTATE • RESTAURANTS & HOSPITALITY