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M&A
Due Diligence

Why risk signing a deal with too many gray areas?

People

- Key resource identification
- Leadership strengths assessment
- Culture gap analysis

Process

- Process alignment analysis
- Synergy opportunity map
- Process integration roadmap

Technology

- Technology vendor impact review
- Cybersecurity risk analysis
- AI maturity scorecard

BOOK A FREE STRATEGY CALL

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αε Due Diligence Support

The M&A Due Diligence Support Agreement offers unbiased and confidential 3rd party support for your existing due diligence team, with a detailed review of post-deal People, Process, and Technology alignment and risks.

The Due Diligence Agreement typically runs for a period of 30-days, and includes dedicated support to meet your time zone and schedule, regular virtual meetings with your leadership team, and a 2-hour findings review session upon completion of all scheduled services. An initial onboarding meeting followed by a series of questionnaires will provide access to critical information needed to conduct the assessments. Timeliness on return of requested materials and full disclosure of information are of the essence.

Since M&A transactions vary in scope and size, a tailored Statement of Work (SOW) for your due diligence project is also optional, based on your specific needs. Please see the attached list of available services designed to complement your in-house leadership team. All services are provided by an executive coach with more than 30 years of operations, technology, and c-suite experience, supporting SMB, PE companies, and large corporate enterprises through buy-side, sell-side, and JV transactions. Recommendations and guidance provided are advisory in nature based on experience and research and do not constitute legal or financial advice.

Pricing: Cost for the standard Due Diligence Support Agreement is $15,000, and may vary based on Services defined in any related signed SOW, to include incidental and travel expenses for the coach. All work under an SOW will be conducted on a Time & Material (T&M) basis and reimbursement for actual expenses incurred. Should the standard Due Diligence Agreement period extend beyond 30-days, an hourly rate of $250 per additional hour will apply, in addition to the $15,000 base cost. Monthly invoice(s) will be provided.

Payment: One third ($5,000 for the standard Agreement) of the cost is due up front with balance in full due upon completion of deliverables and final review. All invoices have Net 15 payment terms.

Invoices will include links to various payment options, which include pay by credit card, electronic check, bank account (wire) transfer, and Zelle®. Additional transaction fees may apply, depending on the payment type selected.

Contact info@acqexp.com for pricing questions, services details, and customization requests.

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αє M&A Due Diligence Support Catalog

Available services through the M&A Due Diligence Support Package include:

Services	Format	Description	Team Deliverables	Typical Duration	Select
Due Diligence Key Resource Review	Coaching	Coaching your leadership team through an analysis of key personnel that hold IP, significant customer contacts, and key positions that could have a significant impact if they were to leave the company.	- Key Resource Risk Report	30 days*	☐
Due Diligence Leadership Review	Coaching / Advisory	An assessment of executive and senior leadership strengths and potential post-deal alignment based on existing performance reviews and/or participation in **PrinciplesUs** assessments (additional fees may apply).	- Leadership Review Report - PrinciplesUS Team Dynamics Dashboard (if selected)		☐
Due Diligence Culture Gap Analysis	Advisory / Coaching	An analysis of the two existing company cultures in comparison with the vision for the post-deal merged entity. A **Principles 5Cs** Culture Assessment is also available as an add-on to **PrinciplesUs** assessments (additional fees / time may apply).	- Culture Gap Analysis - Principles Culture Survey (if selected)		☐
Due Diligence Process Risk Review	Coaching	Coaching your leadership team through a review of business process diagrams and SOP's for each legacy company in comparison to the vision for the post-deal merged entity.	- Synergy Analysis - Process Integration Map		☐
Due Diligence Technology Risk Review	Advisory / Coaching	A joint review of potential technology vendor and cybersecurity overlaps, gaps, risks, and AI impact to the post-deal merged entity.	- Technology Vendor Impact - Cybersecurity Risk Analysis - AI Maturity Scorecard		☐

* 30 day duration may vary based on your timeline, team availability and responsiveness, as well as any selected optional services.

Please send completed form along with any questions to info@acqexp.com or use our scheduling link at https://booking.acquiredexperience.com to book a free strategy call.