

ID Consulting USA, LLC
Deborah B. Schorr
Managing Member and CEO

IDConsultingUSA.com

973.564.7222

Debby@IDConsultingUSA.com

206 Short Hills Avenue

Springfield, NJ 07081

- **ID CONSULTING USA IS A BOUTIQUE FIRM, SPECIALIZING IN:**
 - **MERGERS & ACQUISITIONS [AS AN INTERMEDIARY]**
 - **STRATEGIC MARKETING AND CONSULTING**

- **MERGERS & ACQUISITIONS**
 - **ID Consulting USA LLC does Merger & Acquisition transactions, on both Buy and Sell sides (nationally and globally) as intermediaries.**
 - **Merger & Acquisition transactions must meet the following criteria:**
 - **Asset Transactions Only. No Stock Transactions.**
 - **Transaction range is Lower-Middle through the Multi-Billion Dollar Markets.**
 - **Minimum EBITDA is \$2MM; it must be no less than 10% of Revenue.**
 - **Merger and Acquisition Targets must be profitable, growable and on an upward trajectory.**
 - **Buyers include:**
 - **Private Equity Funds**
 - **High Net Worth Individuals**
 - **Strategic Companies**

 - **ID CONSULTING USA specializes in vertical markets from the “Healthy Living” space which includes:**
 - **Pharmaceutical**

- **Nutraceutical**
 - Medical devices
 - Personal care
 - Health and beauty aids
 - Cosmeceuticals
 - Cosmetics
 - Food and beverages
 - Durable medical equipment
 - Medical Testing
 - Medical Laboratories
 - Medical billing
 - Medical advertising
 - Home care
 - Assisted living
 - Nursing homes
 - All other health related businesses.
- **Other strong vertical markets on a global basis include:**
 - Manufacturing
 - Distribution
 - Specialty Services categories
 - Food and Beverages
 - Supermarkets
 - Cyber Security
 - Security
 - **ID Consulting USA LLC is interested in all categories of business that are interested in growth or exit strategies, with the exception of real estate and exploration.**
 - **ID Consulting USA LLC derives deal flow on a domestic and global basis from:**
 - Domestic and International Legal Firms
 - Attorneys
 - Domestic and International CPA Practices
 - CPAs
 - Business Professionals
 - Independent Associates

- **Ms. Schorr works with 50 - 60 world class experts considered to be "The Go To People" in their fields because of their demonstrated mastery.**

- **She has developed relationships with partners and principals of over 250 qualified and accredited private equity funds, investment groups, and high net-worth individuals that give her immediate decisions on acquisition candidates presented to them.**

This, coupled with Ms. Schorr's network of independent associates has created a true full-cycle M&A deal flow system.

This M & A deal flow system allows her to be instrumental in closing a high percentage of the deals that ID Consulting USA LLC has brought together.

- **STRATEGIC MARKETING AND CONSULTING NATIONALLY AND GLOBALLY**

- **ID Consulting USA LLC provides the following services**
 - **Business development for growth and exit strategies**
 - **Business development utilizing its business relationships in a wide array of categories**
 - **Risk management issues**
 - **Negotiation strategies**

- **Ms. Schorr's educational background in Sociology provides her with unique insights and allows her to be exceptionally effective in rainmaking for clients (social engineering).**

- **Ms. Schorr has developed and maintains close "C-Level" contacts with financial, accounting, legal professionals and decision makers from a substantial number of Fortune 100, 500 and 1000 companies.**

- **She has substantial experience in developing strategic relationships and joint ventures for clients, and has extensive hands-on business development experience in the markets that include: consumer products, health care, technology industries including IT security and a variety of other vertical markets.**

- **HIGHLIGHTS OF MS. SCHORR'S ACCOMPLISHMENTS INCLUDE:**
 - **Founder, Managing Member and CEO of Software 2000+, LLC, a successful strategic marketing and consulting firm.**
 - **Founding Member of Zumwalt, Schorr, Hecht, Lowery and Associates, LLC.**
 - **Participated in the Partnership for Critical Infrastructure for Security, held by the Federal Chamber of Commerce in 2000.**
 - **Founder, Managing Member and CEO of ID Consulting USA, LLC.**
 - **Named as one of the Top Merger and Acquisition Advisors by the NJBIZ Newspaper in 2009.**

- **THE SUPERLATIVE PERFORMANCE OF ID CONSULTING USA, AND OF DEBORAH SCHORR IN PARTICULAR HAS GARNERED MANY LETTERS OF REFERENCE FROM PARTNERS OF PRIVATE EQUITY FUNDS, "C-LEVEL" EXECUTIVES OF FORTUNE 100, 500 AND 1000 COMPANIES, AND HIGH NET WORTH INDIVIDUALS . A FEW EXCERPTS FOLLOW:**
 - **"...Deborah is the glue that gets deals closed..."**
 - **"...Ms. Schorr always accomplishes what she promises..."**
 - **"...If we were in a foxhole I'd want Deborah Schorr beside me..." [from a senior military officer and Viet Nam veteran].**
 - **"...We have closed this transaction because she kept all the players working together..."**
 - **"...Settlement was finally reached because of Debby's tenacity..."**
 - **"...After spending decades in Mergers and Acquisitions, I still find it rare to come across a firm as professional as ID Consulting USA..."**