

Schneider Downs Strategy and Transaction Advisory Services

Strategic Solutions to Create and Maximize Enterprise Value

The Schneider Downs M&A and Transaction Advisory Team provides strategic solutions to create and maximize enterprise value through all stages of a transaction.

With a focus on middle-market organizations and a deep bench of business expertise, our team has the collective business, industry and technical knowledge to help clients assess their options, evaluate market position and translate potential into tangible value.



KEY SOLUTIONS



Baseline Assessments

Whether the goal is growth, succession or acquisition (buy or sell side), our team can help define the appropriate path with solutions that include capability and readiness assessments, due diligence, gap analysis and market evaluation.



Strategic Alternatives

When a direct sale is not the best strategy, our team works with business owners to find alternate solutions that may include growth models, buy-ins/buy-outs, alliances, joint ventures or mergers, and other non-traditional options to extract value from the business.



Value Creation

Creating a value framework is a critical step for organizations considering a downstream transaction. Building on our baseline assessment, our team can help create value through several growth-focused solutions, including market acceleration strategies, go-to-market planning, funnel and pipeline expansion, sales incentives, compensation plans and marketing assessments.



Assumption Based Modeling

Sound financial modeling is critical for decision-making and defining success for transactions. Utilizing our assumption-driven models to incorporate KPI/KPAs, our team can help measure progress, track against forecasts and identify key course corrections.



Business Restructuring

When organizations are experiencing business challenges, our team can help stabilize performance through turnaround and rescue solutions that include business infrastructure and process reviews, workforce and human capital analysis and cash-flow creation insights.



Post-Transaction Support

Our team can help the full value of a transaction through packaging, presenting and integrating companies and management teams. Key services include cost takeout and rationalization, executive presentation support, due diligence, market analysis, case studies and modeling, organizational alignment, deal thesis, VDR, technology assessments, IMO/PMO, and execution assistance.

ADDITIONAL SERVICES

- Strategy Planning & Execution
- Realignment & Transformation
- Technical Accounting
- Cost Takeout & Rationalization
- Financial Modeling
- 90-Day Recovery
- Revenue Growth Playbooks
- Business Case Development
- Channel & Partnership Plans

How We Work

Our team helps maximize value of a company by using a structured approach to assess, analyze and evaluate financial, operational and technical performance. co-create and define goals, streamline operations, make adjustments, and deliver results to increase revenue and reduce costs.



Whether the goal is to raise capital, create value, devise and implement a transaction strategy, or simply assess transaction options, our experienced team of transaction advisory and corporate finance professionals can help co-create and define goals, streamline operations, make adjustments, and deliver results to increase revenue and reduce costs.

About Schneider Downs M&A and Transaction Advisory Services

The Schneider Downs Transaction Advisory Services and Corporate Finance Teams provide the strategy, guidance and services organizations need to create value through all stages of a transaction, including due diligence and quality of earnings, mergers and acquisitions, exit and succession planning, capital raising and corporate finance.

For more information, please contact us at contactsd@schneiderdowns.com or visit www.schneiderdowns.com/tas.

*Schneider Downs Corporate Finance, LP is a registered broker/dealer. Member **FINRA/SIPC**.*



SCHNEIDER DOWNS

Big Thinking. Personal Focus.

Pittsburgh
One PPG Place
Suite 1700
Pittsburgh, PA 15222
P 412.261.3644

Columbus
65 E. State Street
Suite 2000
Columbus, OH 43215
P 614.621.4060

Metropolitan Washington
1660 International Drive
Suite 600
McLean, VA 21102
P 571.380.9003