

LET'S BREAK IT DOWN

Professional Firm Responsibility Overall Process Coordination - Client Relationship Management

Signed Representation Agreement
Deep Dive & Preliminary Due Diligence
Document Collection
Data Room Development
Offering Memorandum Development

Summit Advisory Responsibility

Buyer Identification Process:

Strategic Planning
Industry Research
Prospect List Development
Value Narrative Development
Teaser / Executive Summary
Publishing

Buyer Qualification Process:

Marketing & Outreach
Signed NDAs
Initial Presentations
Prospect Vetting
Final Prospects List
Prospective Buyer Profiles

Management Meeting & Presentation Process
Due Diligence Process
Final Offers
Final Negotiation
Closing
Post Closing Support

General FAQs

- 1 Does Summit work for me or my client?**
That's up to you. We will work either way. In any case our goal is a seamless collaboration with the whole deal team and a great result for the client.
- 2 Where does Summit's role begin and end in a transaction?**
We typically begin our work when sufficient information has been gathered to support the Buyer Identification Process. Usually this means preliminary due diligence is complete and the key exhibits of the Offering Memorandum are fully developed. We then proceed with the Buyer Qualification Process which concludes when we've identified a group of qualified Buyers. We are happy to provide informal guidance and insights during the other phases of a transaction in order to help ensure a great outcome.
- 3 What is Summit's final work product in this kind of engagement?**
Our objective is to create and manage a process that identifies and qualifies Buyers that meet or exceed the Seller's criteria and the agreed upon expectation of total transaction value. With a pool of qualified Buyers established, we then assume that the professional firm will coordinate offers and manage the balance of the transaction.
- 4 What are Summit's other deliverables?**
We provide a timeline for our scope of work at the beginning of our engagement. We provide bi-weekly progress reports and full briefings at key milestones as our Process unfolds. Our team will develop and publish the one page Teaser and an Opportunity Summary to be used in the Buyer Qualification Process. We create a Comprehensive Buyer Profile for each vetted prospect.



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SUMMIT ADVISORY

Competitive Buyer Services

Help your clients find the buyer who can pay the most for their business.



COMPETITIVE BUYER SERVICES

When your client wants to sell their business, do you need help determining who is the buyer that can pay the most?

Sometimes your clients identify a specific buyer or you match them up with one of your other clients. But without a competitive buyer process, can you be certain the highest possible offer was received?

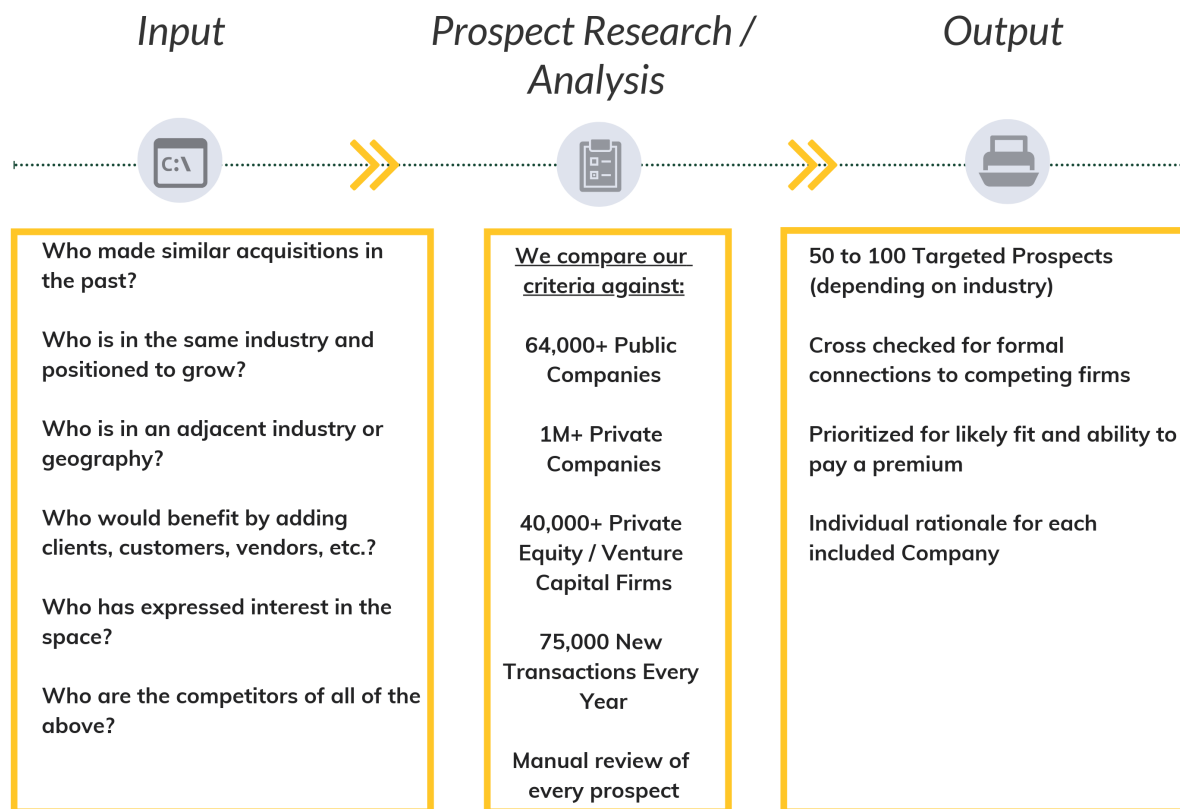
Summit Advisory's Competitive Buyer Services can help ensure that all prospective buyers are explored.

Let us find and qualify buyers for your clients. This allows you to focus on coordinating the entire transaction process from the beginning through closing, while creating more value for your client.

Summit Advisory is an Investment Banking firm with a successful 30-year track record serving the middle market. Professional firms may not need to refer clients to Summit Advisory for all transactional services. Thus we are offering to professional firms our Competitive Buyer Services that is part of our Strategic Transaction Process™.

TWO STEP PROCESS

Buyer Identification Process



Buyer Qualification Process

