

Sales Advisory Services

“Sikich quickly assessed the situation of our company and helped us devise a strategy to liquidate the many disparate parts of our business through a targeted, professional sales process that allowed us to maximize our value to the shareholders. The team was knowledgeable, hands-on, and did a great job of facilitating the process with the buyers. I look forward to the next time we can work together.”

William Schleicher
President and COO
GCI

Maximize transaction value with a disciplined, thoughtful sale process.

You would like to lock in your gains and reduce or eliminate exposure in the event of a sudden industry or company downturn. Perhaps you want to take advantage of market trends to optimize shareholder return. As a result, you are seeking to generate a substantial liquidity event by selling all or a portion of your company to a financial or strategic acquirer.

No two situations are alike.

We evaluate your distinct character and strategic motivation in order to gain a clear understanding of your goals and objectives. As a result, we are able to equip you with a higher degree of confidence in the decision-making process. You may require:

- ▶ Full-blown assistance in going to market
- ▶ Assistance evaluating an existing offer
- ▶ A “short fuse” effort to rapidly engage additional bidders in response to an unsolicited offer
- ▶ Strategic direction to position for a future sale – a highly valuable step toward maximizing value

Sikich professionals have a proven track record of effectively marketing and cultivating interest for our clients’ businesses. We also have experience working through difficult circumstances such as distressed situations or limited buyer pools.

We have been on your side of the table.

Our senior principals are all former business owners who have been charged with similar decisions. We understand the costs and drivers involved in completing transactions.

For further information regarding our Sales Advisory Services, please contact Christopher Geier, Partner in Charge, at cgeier@sikich.com. You may also reach us at 312.648.6666 or visit our website at www.Sikich.com/IB.

Enhancing Valuation Through a “Short Fuse” Sale Process

Your Challenge.

You receive an unsolicited offer to sell your company. Without a competitive sale process, it is impossible to know if the offer represents the fair market value of your company.

However, it is unlikely that the prospective acquirer will wait long enough for you to launch a full-scale, traditional sale process.

Do you accept the offer without a competitive process – with no assurance that you received fair value? Or, do you decline the offer and launch a formal sale process – and risk losing a highly motivated acquirer?

Our Solution.

Conduct a “short fuse” sale process to rapidly validate the fair market value of your company, without alienating the prospective buyer. The speed and efficiency of our process permits you to preserve the initial buyer’s interest. If their offer proves to be competitive, you have the assurance that you have not left money on the table. Otherwise, our “short fuse” process provides an objective means – competing offers – to reach a higher valuation.

We rapidly deliver the assurance that any offer you accept reflects a competitive valuation. Our clear goal is to help you maximize the value of your transaction while minimizing transactional risk.