

Business Consulting Services

PRACTICE CONTACTS

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The Business Consulting Services Group provides a full range of sell side and buy side services to meet the needs of our clients. Our experienced professionals assist owners in managing the sale of a company or business unit or the acquisition of another to achieve a successful transaction. We assist and guide our clients through every step of the transaction process through:

- Understanding the management team, the company's overall vision, current growth strategy and unique value proposition
- Becoming part of the company's strategic planning and implementation team
- Developing purchase and financing guidelines as part of the strategy
- Identifying prospective target companies/purchasers (both financial and strategic)
- Narrowing and prioritizing the prospective targets/purchasers
- Making initial contact with targets/purchasers
- Drafting and securing Confidentiality Agreements from interested parties
- Visiting prospective sellers/facilitating purchaser visits
- Crafting offers and presenting to the prospective seller/reviewing initial bids
- Coaching the management team in preparation for presentations and due diligence processes
- Negotiating terms of the agreement with seller/purchaser
- Drafting Letter of Intent and presenting to seller
- Leading all or part of the due diligence process
- Working with the company and its attorneys in finalizing a
- Assisting the company in closing the transaction on a successful basis
- Supporting integration services to maximize the efficiencies and synergies sought from the transaction

The Business Consulting Services Group assists in optimizing the value of our clients by facilitating change through the creation of a plan for success. Because each company is different, we work closely with the CEO and executive management team to create a customized strategy to address the needs of the organization. Our capabilities include the following:

- Strategic planning and issue analysis
- Developing and implementing strategic and business plans
- Management compensation agreements
- Competitive market growth analysis
- Executive search
- Succession planning
- Risk and claims management services

Business Consulting Services (Continued)

- Benefit plan development
- Risk retention analysis
- Vendor relationships
- Insurance policy coordination and purchasing
- New business development
- Advisor to the CEO
- Capital and financial structuring