

# Creating value throughout the transaction life cycle

First-choice M&A advisor to middle market leaders  
Private equity and corporate buyers and sellers

Whether you're a strategic acquirer or a private equity firm, every deal presents unique opportunities, risks and challenges. That's why our experienced transaction advisory professionals thoroughly analyze and validate financial, operational and strategic assumptions to reveal opportunities and bring potential risks to light.



## FINANCIAL

- Quality of earnings
- Free cash flow matters
- Working capital and purchase agreement negotiations



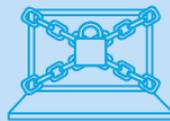
## DEAL ANALYTICS

- Customer and product profitability analysis
- Business and industry-focused analysis
- Advanced data visualization
- Sales effectiveness



## INFORMATION TECHNOLOGY

- Issue identification and remediation planning
- Remediation execution
- Data room guidance
- Executive coaching
- Data room discoverable report preparation



## CYBERSECURITY AND DATA PRIVACY

- Governance
- Sensitive data
- Identity and access management
- Security architecture
- Incident response



## SYNERGY AND COST SAVINGS

- Business performance improvement
- Consolidation opportunities and analysis



## DEAL CONSULTING

- Financial modeling and projections
- Transaction readiness
- Deal management services
- Human resource advisory



## TAX ADVISORY AND STRUCTURING

- Transaction advisory
- Tax attribute valuation
- Structuring
- Due diligence

INDUSTRY EXPERIENCE



# Creating value throughout the transaction life cycle

## FINANCIAL

RSM's rigorous, objective financial due diligence approach allows us to analyze and validate financial, operational and strategic aspects of the deal, making it easier for you to structure and negotiate a favorable deal.



## DEAL ANALYTICS

Deal analytics uncovers sources of growth or profit leakage before you buy or sell a company. Applying advanced data analytics techniques, we synthesize the data to create interactive dashboards focused on the most relevant business and industry KPIs providing you the information you need to optimize deal value.



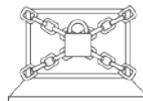
## INFORMATION TECHNOLOGY

Knowing your risks and opportunities is critical to understanding if the target's technology can enhance or hinder your investment thesis. IT due diligence identifies the risks and potential costs that outdated IT systems, noncompliant licensing or inadequate support resources can impose on a transaction.



## CYBERSECURITY AND DATA PRIVACY

Cybersecurity and data privacy due diligence can reveal vulnerabilities that could require significant expenditures for the acquiring company, while at the same time uncovering latent risks and mitigating future damage to the acquiring firms' reputation. For sellers, this type of due diligence entails integrating a robust data security framework with appropriate controls, and identifying any systemic gaps or vulnerabilities within that framework.



## DEAL CONSULTING

A process focused on articulating your growth plan, understanding your options and modelling out scenarios helps create confidence that you are allocating your resources correctly. RSM's deal consulting professionals deliver the information you need to make solid, informed decisions to optimize value well in advance of a potential transaction.



## SYNERGY AND COST SAVINGS

Our synergy and cost savings framework enables enhanced operational due diligence, outlining key front- and back-office areas to strengthen business value, including finance, supply chain, operational risk and compliance.



## TAX ADVISORY & STRUCTURING

Understanding the tax implications of a proposed transaction is an important part of determining the best tax structure to optimize a deal's value. When structuring a transaction, numerous tax issues may be encountered, and often, significant financial investments are at stake.

