



TAILORED
SOLUTIONS
FOR YOU
AND YOUR
TRANSACTION

Warren Averett's Transaction Advisory Team assists private equity groups, investment bankers, family offices and business owners in navigating the complexities of transactions.

For our clients, a cookie-cutter approach is never an option—that's our **COMPETITIVE EDGE**

Our professionals deliver intelligent, objective advice based on our knowledge of industry, business structure and existing market conditions. We team our experienced transaction professionals alongside our audit, tax, HR, technology and wealth management experts to achieve the most complete assessment of your situation. Each transaction strategy is tailor-made, developed with a thorough understanding of your desires, expectations, short-term needs and long-term objectives.

Warren Averett combines relationship-focused corporate values with deep technical strength and experience. Following are the primary elements of our transaction advisory services:

Due diligence (buy-side and sell-side) – For every deal, there are potential deal killers—things that will either keep the deal from happening or dramatically impact the deal terms. We work to identify these issues early in the process, before significant resources have been expended. Based on our

findings, we can make the necessary adjustments to keep your transaction strategy on course.

In addition to risk identification and mitigation services, we perform buy-side or sell-side quality of earnings assessments which can provide increased confidence in the numbers and prevent delays and surprises.

“Warren Averett has been and will continue to be a critical player on our acquisition team. In this competitive M&A environment, their approach and process focuses on our needs, prioritizing high risk areas first. They provide a “build to suit” solution and know how to focus on the significant issues.”

–*BlueCross BlueShield of Alabama*

Value Creation – Transaction decisions are best made through careful preparation rather than reacting to circumstance. Our value creation advisors assess the quality of historical earnings, projections, working capital and operations. Well in advance of when a transaction may occur, we work with the business owners to identify strategies that will optimize value and help prepare them for the sale of the business, both personally and professionally.

In the past two years, our team has worked on transactions valued at over **\$1 BILLION** and saved clients an average of 15% from the original purchase price to the final purchase price.

Post-Acquisition Integration – Assimilating businesses with different histories and cultures inevitably creates challenges. Our advisors help acquirers with employee transfers, synergy identification, purchase price allocations, working capital adjustments, ongoing compliance, workforce reductions, constraints on moving assets, entities and people, as well as the timing and sequence of integration initiatives.

In partnering with Warren Averett’s transaction advisors, you’ll experience unrivaled service through our Firm’s definitive standards of transparency, accuracy and integrity.

Our team has worked on transactions throughout the U.S. and spanning the globe. We are well versed in both domestic and foreign issues that may impact the deal and work diligently with your team to coordinate efforts. Our foreign partnerships provide us with a global reach well beyond our borders.

Our transaction advisory experience is within the following industries:

- Aerospace and Defense
- Agriculture
- Business Services
- Construction
- Consumer Products
- Education
- Healthcare
- Hospitality
- Manufacturing
- Professional Services
- Retail and Distribution
- Technology/ Life Sciences
- Telecommunications
- Transportation

“We appreciate Warren Averett’s ability to provide tailored solutions that suit our needs while remaining flexible with our evolving transactions. They staff our projects with experienced professionals from a variety of backgrounds and this sets them apart.”

–New Capital Partners



To find out how we can help your business thrive, call us at 800.759.7857 or visit www.warrenaverett.com/TAS.