



# SBA \* Consulting, LTD

*Financial Growth is Good*

**SBA \* Consulting® can provide both Seller and/or Buyer with the right people to assist in getting ready for or performing the due diligence.**

SBA \* Consulting can assist either buyer or seller involved in a Merger and/or Acquisition with expert review, write-up and presentation of the sale.

Doing a correct and through due diligence can alleviate "...ignored aspects of the target that may have a significant impact on the value of a deal and might lead to embarrassing situations in the future. Examples are compliance (Sarbanes-Oxley, labor and sales), HR plan transition issues and costs, pension plan funding, and tax and regulatory issues."<sup>i</sup>

The process of identifying the financial risks, as well as fully understanding the value of the acquisition is what the due diligence process is all about.

We have heard from many M & A specialists that many times the accounting staff of the Selling party hurt, delay or damage the sale due to their desire to protect their jobs. Whether this is due to sub-standard accounting staffs or un-incentivized accounting staffs make no difference. The reason may be just under-staffing.

Whatever the reason, the experienced Consulting Chief Financial Officers of SBA \* Consulting can assist either party, making the due diligence process as complete and efficient, in terms of a time-table, as possible. Our Consulting CFO's comprise CPA's, CIA's, MBA's and experienced managerial accountants that have an average of 25 years in the field.

A short checklist of areas we can cover during the due diligence process:

- Financial Records
- Assets of the Company
- Liabilities of the Company
- Intellectual Property of the Company
- Employee and Human Resources Issues of the Company
- Corporate Documents and Organizational Structure of the Company
- Stockholder Information of the Company
- Securities Issues of the Company
- Product Development/R&D
- Marketing and Sales
- Facilities, Property and Equipment of the Company
- Litigation Matters
- Other Reviews that May Impact the Company
- Governmental and Regulatory Matters
- Vendor and Client Relationships
- Environmental Matters Involving the Company
- Material Contracts Concerning the Company

<sup>i</sup> M&A DUE DILIGENCE: THE 360-DEGREE VIEW by John O. Nigh and Marco Boschetti  
<http://www.towersperrin.com/tp/getwebcachedoc?webc=TILL/USA/2006/200602/MA.pdf>