

Tech M&A Monthly

Starts in 2 minutes



Thoughts? Questions? Let us know!
@CorumGroup

CORUM

Tech M&A Monthly

Software Bidding Wars

12 Tips to Negotiate a Maximum Deal



with a special report: ***Identifying Tech Buyers in 2021***

We welcome your questions!

**Email questions to
info@corumgroup.com**

This event is being recorded
On demand webcast will be available at
www.corumgroup.com

MERGE BRIEFING

- **90 Minutes**
- **Industry Update**
- **Overview of the M&A Process**





- **Half-Day**
- **Tech M&A Bootcamp**
- **The most attended tech executive conference in history**



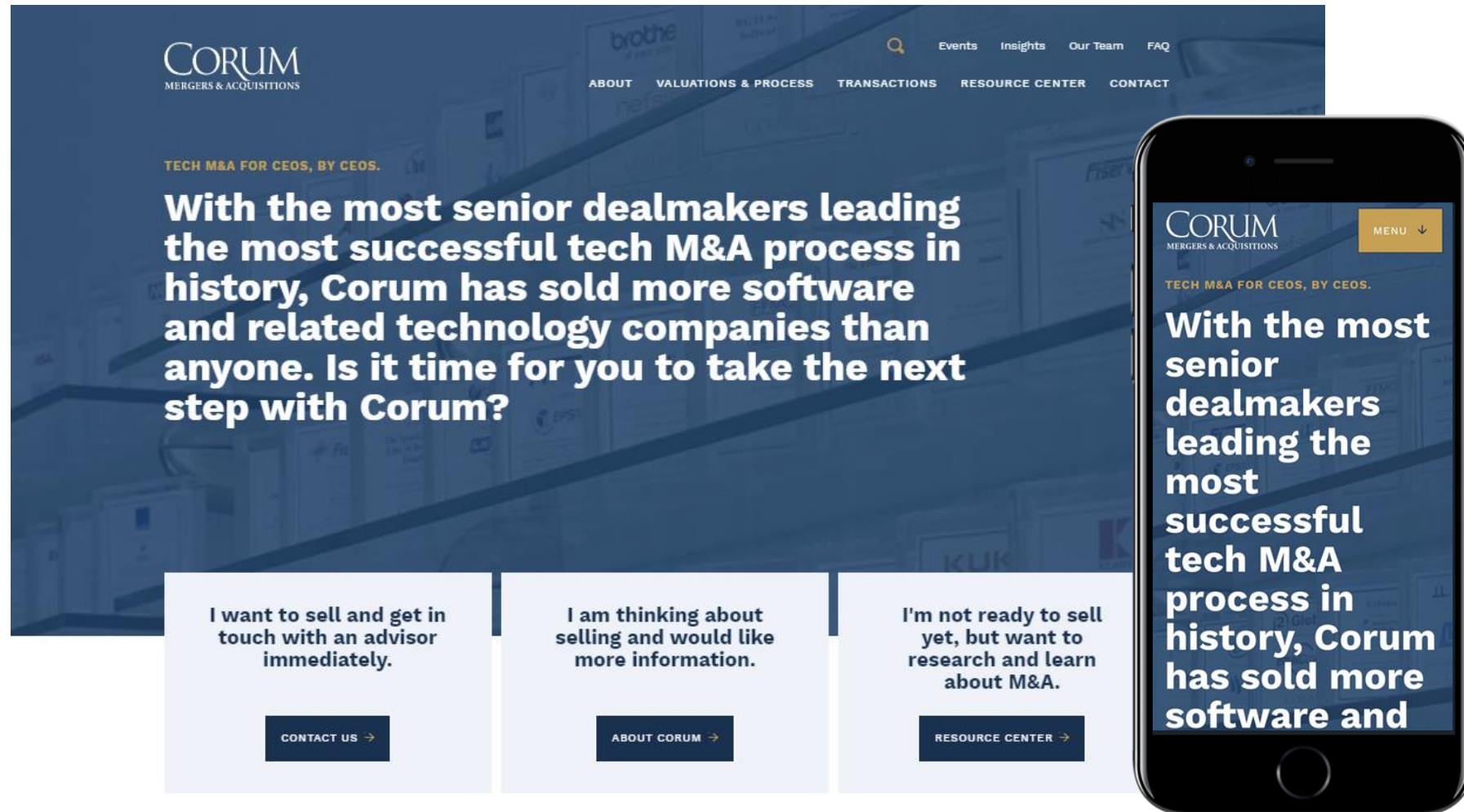


- **Half-Day**
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MERGE BRIEFING



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- **Overview of the M&A Process**



I want to sell and get in touch with an advisor immediately.

CONTACT US →

I am thinking about selling and would like more information.

ABOUT CORUM →

I'm not ready to sell yet, but want to research and learn about M&A.

RESOURCE CENTER →

35

Years in business

20+

Advisors worldwide

\$10B

In wealth created

400

Closed transactions



**Focus—sell side,
technology only**

**Detailed, professional,
global process**

**Team approach,
senior dealmakers**

**World Technology
Council**

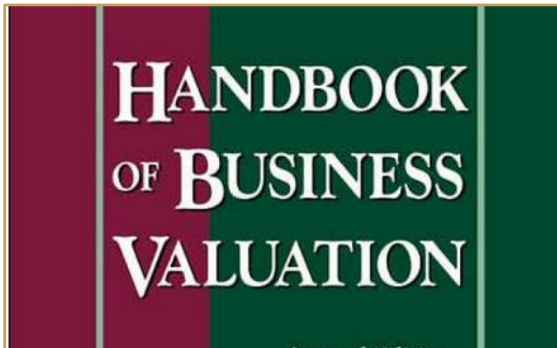
SOLD MORE SOFTWARE-RELATED FIRMS THAN ANYONE



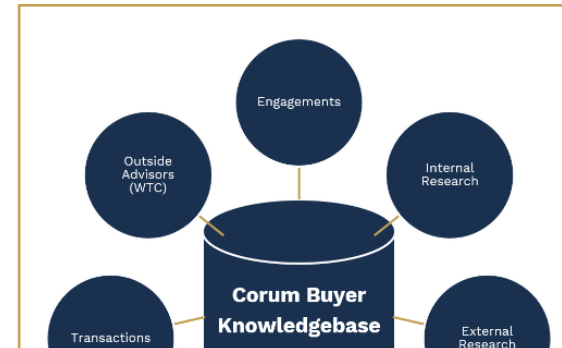
Research



Education



Valuation



Database



**The definitive tech
M&A education**

- **Since 1990, the most attended executive conference in technology history**
- **More events hosted than all other competitive conferences combined**
- **Over \$2 trillion in transaction value by attendees – buyers and sellers**

8 Stages for an Optimal Outcome

Preparation

Research

Contact

Discovery

Negotiation

Due
Diligence

Closing

Integration

Past Attendees Include

CORUM
MERGERS & ACQUISITIONS



Tech M&A Monthly

Starts in 1 minutes



Thoughts? Questions? Let us know!
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CORUM

Tech M&A Monthly

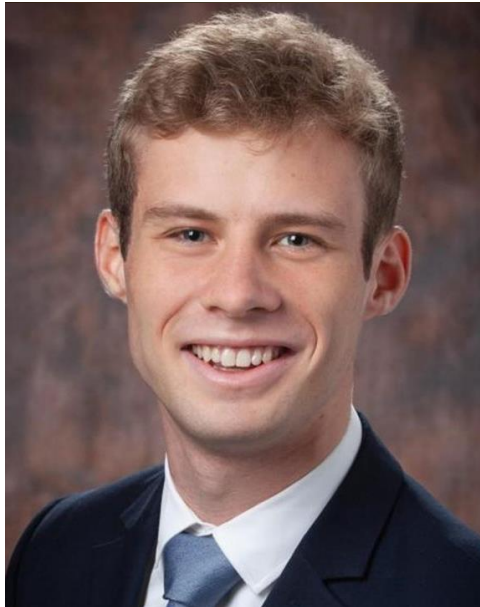
Software Bidding Wars

12 Tips to Negotiate a Maximum Deal



with a special report: ***Identifying Tech Buyers in 2021***

RIELLY MILNE, VICE PRESIDENT, MARKETING, CORUM GROUP LTD.



- Rielly manages and oversees the production of Corum's webcasts and online events in coordination with the World Financial Symposiums.
- He brings media production experience from technology reviews, hospitality promotion, sporting event live streaming, and travel content.
- Prior to joining Corum in 2019, he was a coxswain for the U.S. Men's Rowing Team in Oakland, CA during their preparations and trials for the 2020 Tokyo Olympics.
- Rielly holds a bachelor's degree from the University of Washington in Communication.

We welcome your questions!

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Welcome

Deal Report

Field Report

Special Announcement: Mid-Year Report

Identifying Tech Buyers in 2021

Global Tech M&A Research Report

Special Report: 12 Tips to Negotiate Maximum Value

Closing

JON SCOTT, CHAIRMAN, CORUM GROUP Intl. S.á.r.l.



- Executive leader with 30+ years of expertise in serving high technology companies.
- President and CEO of The PowerTech Group.
- President and CEO of Microserv Technology Services.
- President and COO of Traveling Software.
- Vice president roles in sales, marketing and business development for technology companies.
- Background includes strong ability to successfully integrate strategies and tactics into well executed operating plans, building strong teams and achieving excellent results.
- Holds a BA in business from San Francisco State University.



Quik. provides an end-to-end SaaS solution for digital multi-point inspections, video, parts pricing and availability, customer communications, and online payments that fully integrates with existing dealership management systems.

Growth and Exit Strategies

For Software & IT Companies:



WFS

Barbara Momboeuf

International Director



Tech Growth & Exits CANADA

Live online
GoToWebinar
July 22nd



Buyers



Investors



Valuations



Tech Trends



Sellers

Growth and Exit Strategies

For Software & IT Companies:



The poster features a background image of the Toronto skyline at sunset, with the CN Tower prominently visible. A date badge in the top right corner indicates 'Jul 22'. The event title 'Tech Growth & Exit Strategies: Canadian Tech' is displayed in bold. Below the title, the time '1:00 pm — 6:00 pm-EDT' is listed. A descriptive paragraph follows, stating 'Tech CEOs & Entrepreneurs...what are you worth? How do you get it?'. Another paragraph describes the event as 'The flagship WFS Tech Conference for CEOs, founders, and investors of software and IT companies, covering Tech M&A: investment, growth, strategy, buyouts, sales, and mergers. Now virtual!'. A third paragraph provides 'Insights from: private equity, VC, angels, strategic buyers, M&A advisors, and CEOs who've had a successful exit.' At the bottom, there are two buttons: 'LEARN MORE' in white text on a dark green background, and 'REGISTER' in white text on a teal background.

Tech Growth & Exit Strategies: Canadian Tech
1:00 pm — 6:00 pm-EDT

Tech CEOs & Entrepreneurs...what are you worth? How do you get it?

The flagship WFS Tech Conference for CEOs, founders, and investors of software and IT companies, covering Tech M&A: investment, growth, strategy, buyouts, sales, and mergers. Now virtual!

Insights from: private equity, VC, angels, strategic buyers, M&A advisors, and CEOs who've had a successful exit.

[LEARN MORE](#) [REGISTER](#)

<https://wfs.com/conferences>

- Discuss what's happening in the Tech M&A World
- Hear stories of successful exits
- Get advice from investors, buyers, and other tech CEOs

HEIDI OWEN, EVP, MARKETING, CORUM GROUP LTD.



- Heidi leads the Corum marketing team and is responsible for planning, developing, and implementing Corum's marketing strategy and public relations activities
- Previously Heidi worked for The Column Group, a venture capital firm dedicated to developing biotechnology companies and as the Marketing Manager for Maverick International, a manufacturer of payment processing systems and software
- Heidi earned a Bachelor of Arts degree in Psychology from Western Washington University

Join us on July 8th for Corum's Tech M&A Monthly webcast

Register at:
<https://www.corumgroup.com/events>

CORUM

Identifying Tech Buyers

2021

TIM GODDARD, EVP, CORPORATE STRATEGIES, CORUM GROUP LTD.



- Oversees Corum's global marketing efforts including extensive conference schedule, "Selling Up, Selling Out," the "Merge Briefing," the "Tech M&A Monthly webcast" and Corum's platinum sponsorship of the World Financial Symposium's live events and Tech Market Spotlight series.
- Served as marketing and product manager for GIS software startup Depiction, Inc., and previously worked in marketing for VizX Labs, a pioneering SaaS startup delivering DNA analysis tools.
- Worked for a US Senate campaign and taught science in Rio de Janeiro.
- Graduated Magna Cum Laude from Bethel University in St. Paul, Minnesota, with degrees in History and Biology.

Strategic Buyers

Google

Microsoft

IBM

salesforce

intel

accenture

Financial Buyers

MARLIN EQUITY
PARTNERS

TA ASSOCIATES

THOMA BRAVO

AKKR
ACCEL-KKR

Riverside

VISTA
PRIVATE EQUITY



- **Buy-and-hold “accumulators”**
 - Largest acquirers by volume
 - Often value buyers
- **Special Purpose Acquisition Companies (SPACs)**
 - Alternate path to public markets
 - Doing both large deals and rollups
- **Search Funds**
 - Single operating investor seeking one company to buy and run
 - Active bidders—seldom the highest
- **Family Offices**
 - Investment group run for one or two individual or families
 - Diverse, flexible strategies and approaches
- **Non-tech Companies**
 - Often become technology companies through acquisition
 - Can require careful approach and special handling



Timothy Goddard, EVP Corp. Strat.
Seattle, WA

Email: timothy.g@corumgroup.com

Office: +1 425-455-8281

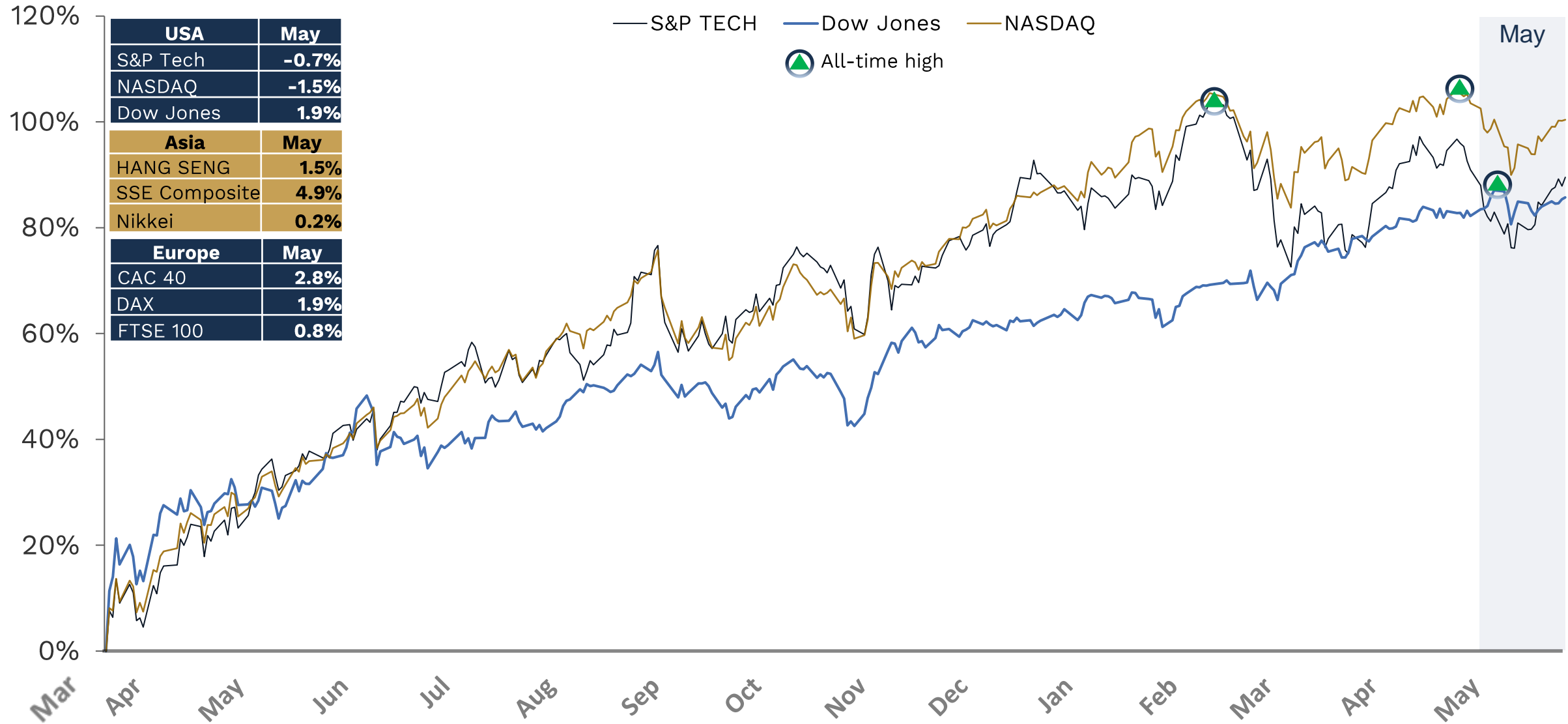
Mobile: +1 425-455-8281

Tech M&A Research Report

Public Markets Mar 2020–May 2021

% CHANGE

CORUM
MERGERS & ACQUISITIONS



Market


Transactions

May 2020

239

May 2021

296

24% 

Mega Deals

-

8

Largest Deal

-

\$5.3B

Pipeline

Private Equity
Platform Deals

May 2020

29

May 2021

15

48% 

VC-Backed Exits

53

90

70% 

SPACs

-

13

Attributes

Cross Border
Transactions

May 2020

41%

May 2021

76%



Start-Up Acquisitions

28%

24%



Average Life of Target

13 yrs

14 yrs



Industrial Automation



Seller: Bright Machines [USA]

Acquirer: SCVX [USA]

Transaction Value: \$1.6B

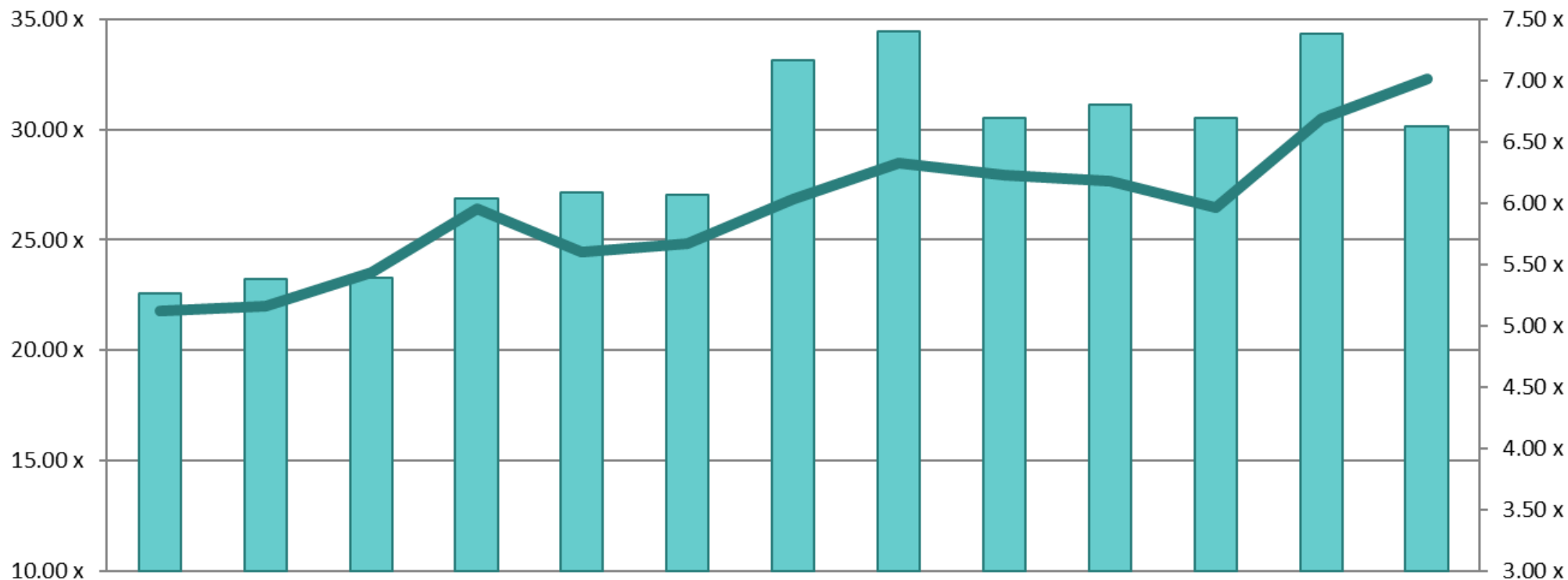
- Industrial intelligent software & adaptive hardware
- Accelerates growth and development of new software



Public Valuation Multiples





















EV/EBITDA

EV/S



	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21
EV/EBITDA	22.55 x	23.20 x	23.28 x	26.87 x	27.16 x	27.02 x	33.12 x	34.44 x	30.54 x	31.11 x	30.54 x	34.35 x	30.13 x
EV/S	5.12 x	5.16 x	5.44 x	5.95 x	5.60 x	5.67 x	6.03 x	6.32 x	6.23 x	6.18 x	5.96 x	6.69 x	7.02 x



Subsector	Sales	EBITDA	Examples		
Business Intelligence	▼ 7.98x	▼ 30.13x			
Marketing	▼ 4.82x	▼ 32.48x			
ERP	▲ 7.02x	▼ 24.69x			
Human Resources	— 7.48x	▲ 26.15x		 <small>Payroll • HR • Retirement • Insurance</small>	
SCM	— 11.36x	▼ 44.22x			
Payments	— 6.27x	▼ 42.18x	 UNIVERSAL PAYMENTS.		
Other	▼ 6.40x	▼ 29.61x			

2021 Mega Deals (Jan-May)

BLU JAY™ SOLUTIONS **SOLD TO** **E2OPEN™**

Seller: BluJay Solutions [Francisco Partners] [United Kingdom]
Acquirer: E2open Parent Holdings [USA]
Transaction Value: \$1.8B
 - SCM software & SaaS

DRIZLY **Uber** \$1.1B
verizon media **APOLLO** \$5.0B

INTERNET

\$6.1B

HYPERCONNECT **matchgroup** \$1.7B
glu **EA** \$2.4B
gamesys group **Bally** \$2.7B

CONSUMER

\$6.8B

CAPCO **wipro** \$1.5B
CEDACRI GROUP **ION** \$1.7B
Mphasis **Blackstone** \$2.8B
perspecta **Peraton** \$4.1B
GAS **ALLIED UNIVERSAL** \$5.3B
GlobalLogic **HITACHI** \$8.5B

IT SERVICES

\$24B

thycotic **THOMABRAVO** **PSP** **Centrify** **TPG** \$1.4B
turbonomic **IBM** \$2.0B
boomi **TPG FP** \$4.0B
McAfee **STG** **Enterprise Technology Group** \$4.0B
auth0 **okta** \$6.5B
FLIR **TELEDYNE TECHNOLOGIES** \$8.0B
proofpoint. **THOMABRAVO** \$12B

INFRASTRUCTURE

\$38B

Innovyze **AUTODESK** \$1.0B
tastytrade **IG** \$1.0B
BitGo **GALAXY DIGITAL** \$1.2B
THERAPYBRANDS **KKR** \$1.2B
uplight **Schneider Electric** **aes** **HUCK** \$1.5B
INTERIOR LOGIC GROUP **Blackstone** \$1.6B
NIC **tyler technologies** \$2.3B
ITIVITI **Broadridge** \$2.5B
ProQuest **Clarivate** \$5.3B
CoreLogic **INSIGHT PARTNERS** **STONE POINT CAPITAL** \$6.0B
CHANGE HEALTHCARE **OPTUM** \$7.9B
PRA Health Sciences **ICON** \$11B

VERTICAL

\$43B

NOBLE SYSTEMS **ASPECT** **abry partners** \$1.0B
SEEQUENT **Bentley** \$1.0B
Galvanize **Diligent INSIGHT PARTNERS** \$1.0B
SPOTX **Magnite** \$1.2B
CARDTRONICS **NCR** \$1.7B
BLU JAY™ SOLUTIONS **E2OPEN™** \$1.8B
UNIT4 **TA ASSOCIATES** \$2.0B
wrike **citrix** \$2.3B
talend **THOMABRAVO** \$2.4B
Divvy **bill.com** \$2.5B
precisely **TA ASSOCIATES** \$3.5B
BlueYonder **Panasonic** \$5.6B
NUANCE **Microsoft** \$20B

HORIZONTAL

\$46B



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2021 Mega Deals (Jan-May)

NOBLE SYSTEMS
ASPECT **SOLD TO** **abry partners**

Seller: Noble Systems/Aspect Software [Vector Capital] [USA]
Acquirer: ABRY Partners [USA]
Transaction Value: \$1.0B
- Call center software/Customer service management SaaS

DRIZLY **Uber** \$1.1B
verizon media **APOLLO** \$5.0B

INTERNET

\$6.1B

HYPERCONNECT **matchgroup** \$1.7B
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INFRASTRUCTURE

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NUANCE **Microsoft** \$20B

HORIZONTAL

\$46B



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2021 Mega Deals (Jan-May)



Seller: Divvy Pay [USA]

Acquirer: Bill.com [USA]

Transaction Value: \$2.5B and 25x EV/Sales
- Expense management SaaS



\$1.1B



\$5.0B

INTERNET

\$6.1B



\$2.4B

\$2.7B

CONSUMER

\$6.8B



\$1.5B

\$1.7B

\$2.8B

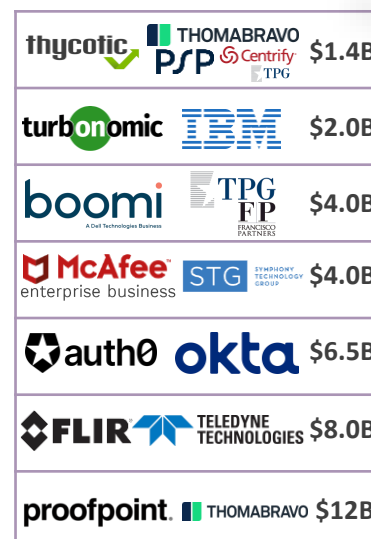
\$4.1B

\$5.3B

\$8.5B

IT SERVICES

\$24B



\$1.4B

\$2.0B

\$4.0B

\$4.0B

\$6.5B

\$8.0B

\$12B

INFRASTRUCTURE

\$38B



\$1.0B

\$1.0B

\$1.2B

\$1.2B

\$1.5B

\$1.6B

\$2.3B

\$2.5B

\$5.3B

\$6.0B

\$7.9B

\$11B

VERTICAL

\$43B



\$1.0B

\$1.0B

\$1.0B

\$1.2B

\$1.7B

\$1.8B

\$2.0B

\$2.3B

\$2.4B

\$2.5B

\$3.5B

\$5.6B

\$20B

HORIZONTAL

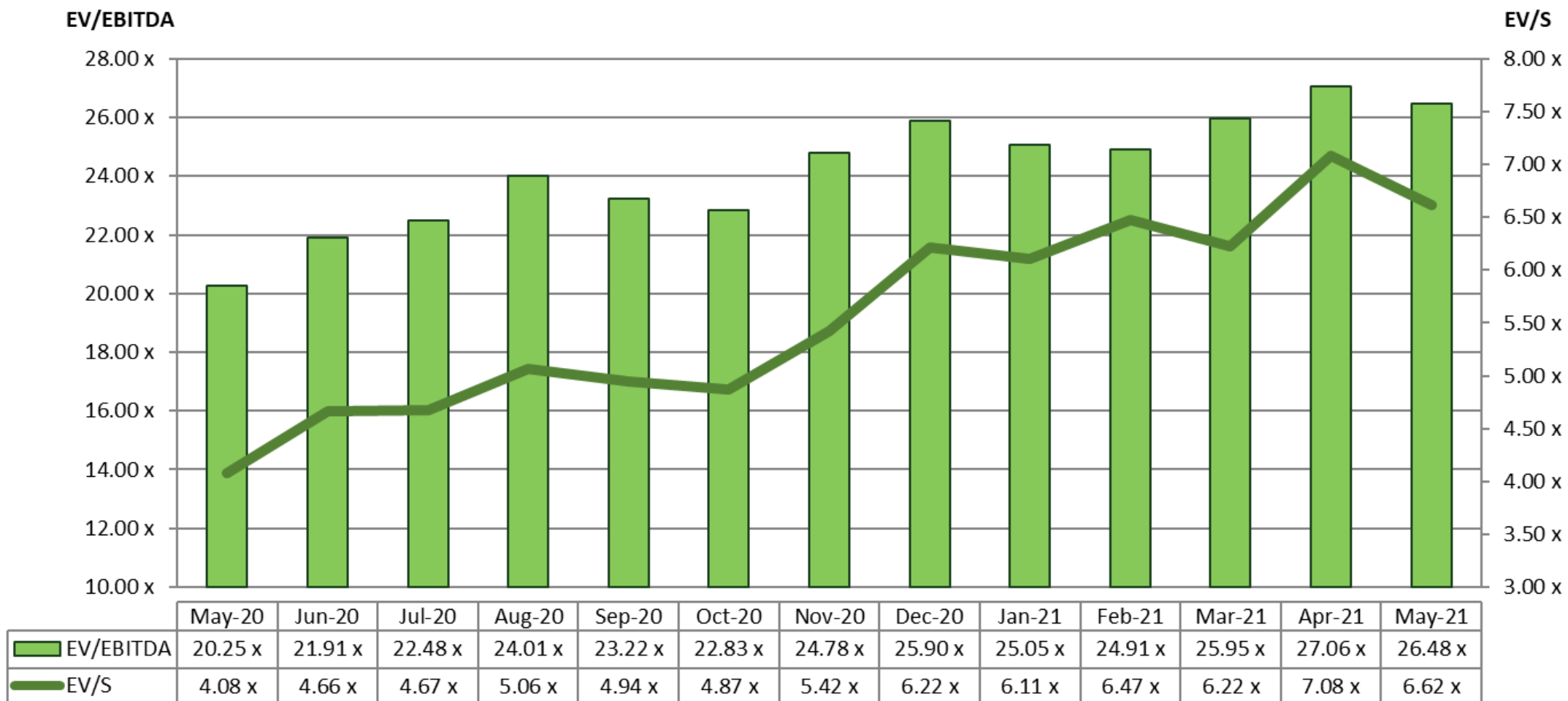
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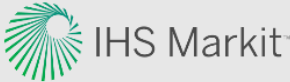

















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Public Valuation Multiples





Subsector	Sales	EBITDA	Examples		
A/E/C	— 11.98x	▼ 49.02x	 AUTODESK		
Automotive	— 4.71x	— 23.73x	 Autotrader		
Energy & Environment	▲ 3.62x	▲ 27.83x	 IHS Markit		
Financial Services	— 7.05x	— 24.07x	 Broadridge		
Government	— 1.80x	— 13.78x			
Healthcare	— 3.19x	— 28.27x	 Allscripts		
Real Estate	▼ 6.35x	▲ 47.45x	 CoreLogic		
Other	— 7.26x	— 28.88x	 AMADEUS		

2021 Mega Deals (Jan-May)

Seller: ProQuest [Cambridge Information Group] [USA]
Acquirer: Clarivate [United Kingdom]
Transaction Value: \$5.3B and 6.1x EV/Sales
 - Online research content







INTERNET

\$6.1B
















CONSUMER


\$6.8B






















IT SERVICES



\$24B
















INFRASTRUCTURE

\$38B





































VERTICAL

\$43B











































HORIZONTAL


\$46B



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2021 Mega Deals (Jan-May)





Seller: BitGo [USA]
Acquirer: Galaxy Digital Holdings [USA]
Transaction Value: \$1.2B
 - Cryptocurrency transaction processing services







INTERNET

\$6.1B









CONSUMER

\$6.8B


























IT SERVICES



\$24B











INFRASTRUCTURE

\$38B







































VERTICAL


\$43B






































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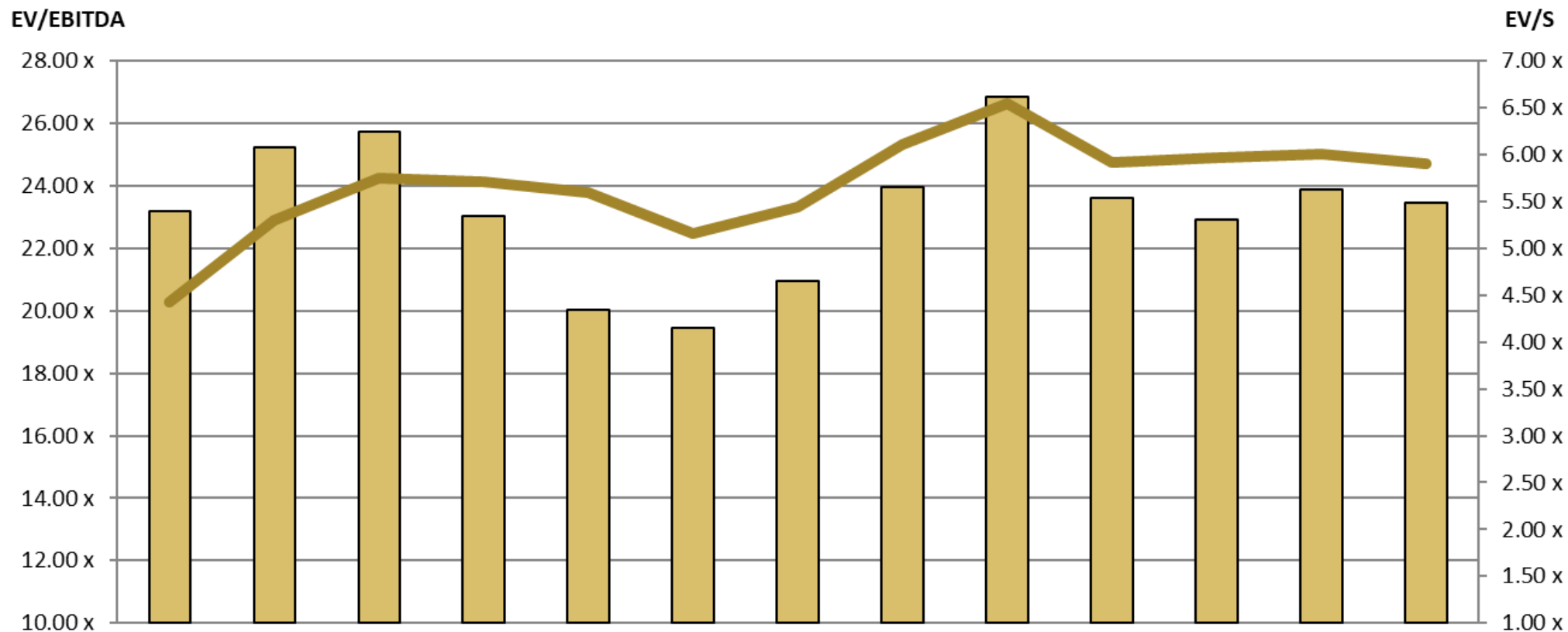
\$46B



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Public Valuation Multiples



	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21
EV/EBITDA	23.19 x	25.23 x	25.73 x	23.02 x	20.04 x	19.47 x	20.97 x	23.96 x	26.84 x	23.61 x	22.92 x	23.90 x	23.46 x
EV/S	4.43 x	5.30 x	5.75 x	5.71 x	5.59 x	5.16 x	5.44 x	6.11 x	6.54 x	5.92 x	5.96 x	6.01 x	5.91 x



Subsector

Sales

EBITDA

Examples

Casual Gaming

▲ 5.28x

▼ 24.46x



Core Gaming

— 6.21x

— 20.45x



Other

▲ 8.04x

▼ 32.47x



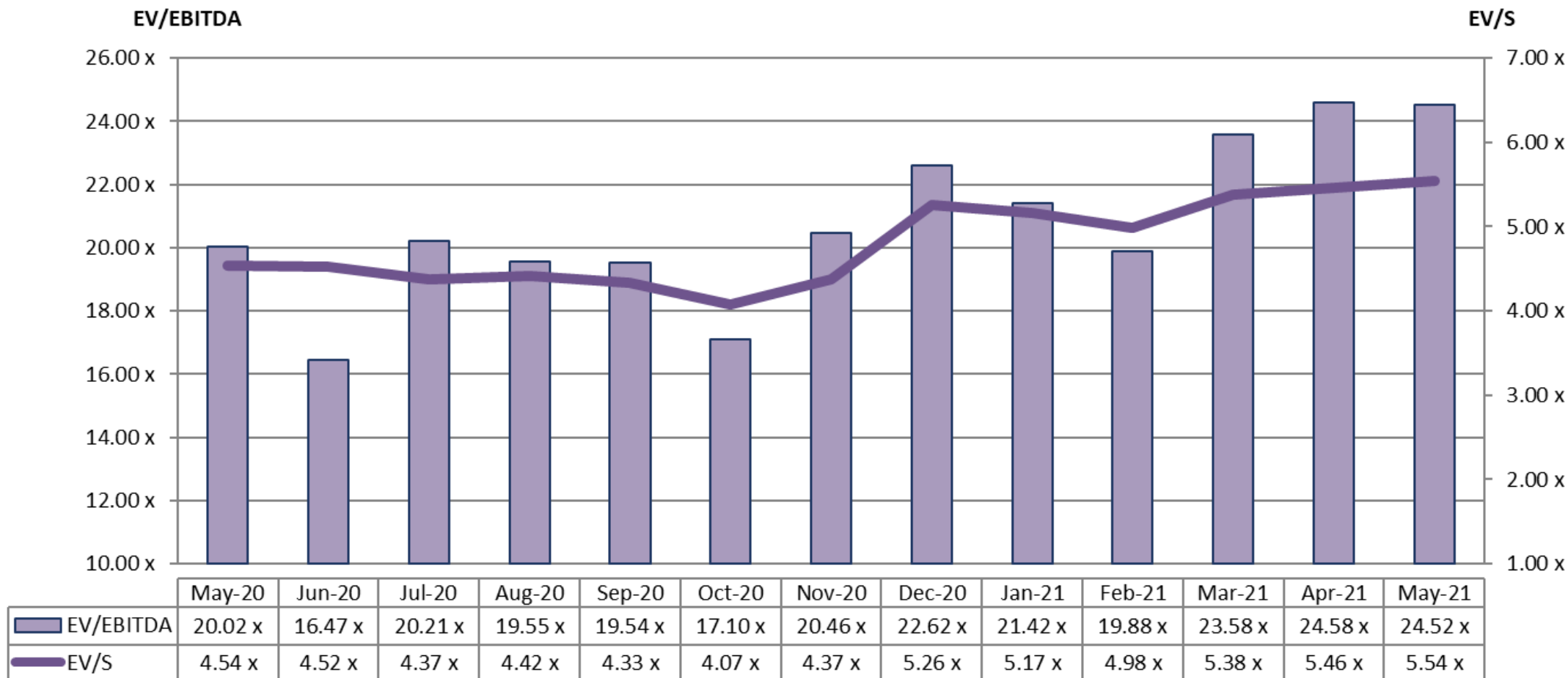


Videogames



















Seller	Acquirer	Description
	 oculus facebook	VR videogame developer
		Web-based competitive gaming
		Free-to-play game software
	 PENN NATIONAL GAMING, INC.	Video games developer
	 PENN NATIONAL GAMING, INC.	Casino games developer



Public Valuation Multiples





Subsector	Sales	EBITDA	Examples		
Application Lifecycle	— 5.55x	— 11.77x	 ATlassian	 New Relic®	 Progress®
Endpoint	▼ 5.53x	▼ 24.93x		 Opera	
Network Management	— 3.82x	▲ 17.40x			
Security	— 9.03x	— 27.79x		 Check Point® SOFTWARE TECHNOLOGIES LTD.	
Storage & Hosting	▲ 4.33x	▲ 45.10x		 COMMVAULT®	
Other	▼ 12.81x	▲ 17.82x			

2021 Mega Deals (Jan-May)

boomi A Dell Technologies Business **SOLD TO** **TPG FP** FRANCISCO PARTNERS

Seller: Boomi [Dell Technologies] [USA]
Acquirer: Francisco Partners Management/TPG Capital [USA]
Transaction Value: \$4.0B
 - Application integration SaaS

DRIZLY **Uber** \$1.1B
verizon media **APOLLO** \$5.0B

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HORIZONTAL

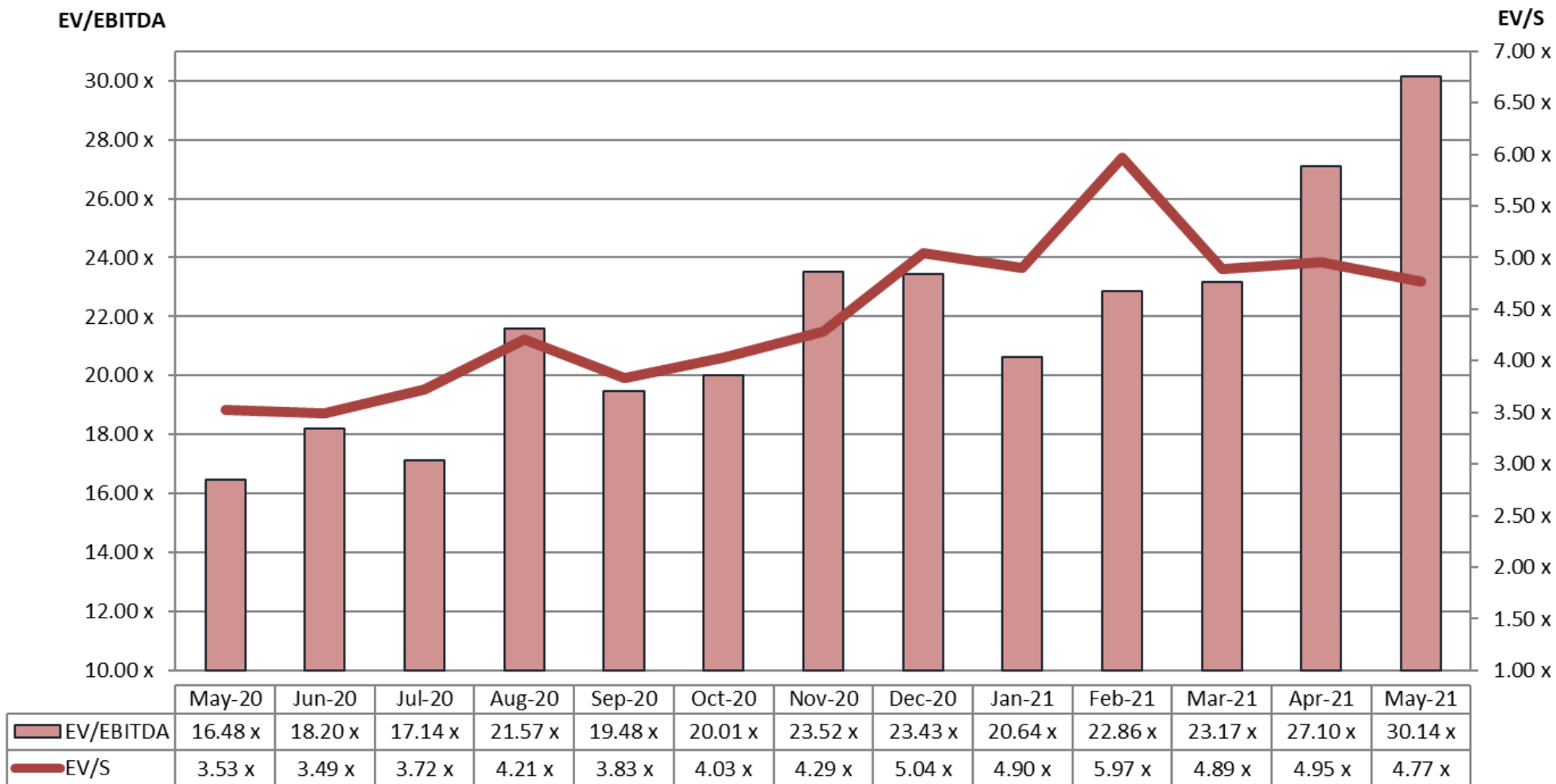
\$46B









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 @CorumGroup



Public Valuation Multiples





Subsector	Sales	EBITDA	Examples
Diversified Internet	▲ 5.75x	— 25.88x	Alphabet  百度 Tencent 腾讯
eCommerce	▲ 3.32x	— 34.69x	ebay  京东.com zalando
Social Network	▼ 5.85x	▼ 18.08x	FACEBOOK  mixi GROUP twitter
Travel & Leisure	▼ 11.42x	▼ 63.40x	 JUST EAT Takeaway.com  Expedia®  BOOKING HOLDINGS



E-Commerce



Seller: Happy Returns [USA]

Acquirer: Paypal [USA]

- Outsourced product return service & SaaS
- Expands post-purchase offerings

2021 Mega Deals (Jan-May)

**verizon
media**

SOLD TO

APOLLO

Seller: Verizon Media [Verizon Communications] [USA]

Acquirer: Apollo Global Management [USA]

Transaction Value: \$5.0B

- Online content, software, & services

	Uber	\$1.1B
verizon media	APOLLO	\$5.0B

INTERNET

\$6.1B

HYPERCONNECT	matchgroup	\$1.7B
glu	EA	\$2.4B
gamesys group	Bally	\$2.7B

CONSUMER

\$6.8B

CAPCO	wipro	\$1.5B
CEDACRI GROUP	ION	\$1.7B
Mphasis	Blackstone	\$2.8B
perspecta	Peraton	\$4.1B
GAS	ALLIED UNIVERSAL	\$5.3B
GlobalLogic	HITACHI	\$8.5B

IT SERVICES

\$24B

thycotic	THOMABRAVO	\$1.4B
turbonomic	IBM	\$2.0B
boomi	TPG FP	\$4.0B
McAfee	STG	\$4.0B
auth0	okta	\$6.5B
FLIR	TELEDYNE TECHNOLOGIES	\$8.0B
proofpoint.	THOMABRAVO	\$12B

INFRASTRUCTURE

\$38B

Innovyze	AUTODESK	\$1.0B
tastytrade	IG	\$1.0B
BitGo	GALAXY DIGITAL	\$1.2B
THERAPYBRANDS	KKR	\$1.2B
uplight	Schneider Electric	\$1.5B
INTERIOR LOGIC GROUP	Blackstone	\$1.6B
NIC	tyler technologies	\$2.3B
ITIVITI	Broadridge	\$2.5B
ProQuest	Clarivate	\$5.3B
CoreLogic	INSIGHT PARTNERS	\$6.0B
CHANGE HEALTHCARE	OPTUM	\$7.9B
PRA Health Sciences	ICON	\$11B

VERTICAL

\$43B

NOBLE SYSTEMS	abry partners	\$1.0B
SEEQUENT	Bentley	\$1.0B
Galvanize	Diligent INSIGHT PARTNERS	\$1.0B
SPOTX	Magnite	\$1.2B
CARDTRONICS	NCR	\$1.7B
BLU JAY	E2OPEN	\$1.8B
UNIT4	TA ASSOCIATES	\$2.0B
wrike	citrix	\$2.3B
talend	THOMABRAVO	\$2.4B
Divvy	bill.com	\$2.5B
precisely	TA ASSOCIATES	\$3.5B
BlueYonder	Panasonic	\$5.6B
NUANCE	Microsoft	\$20B

HORIZONTAL

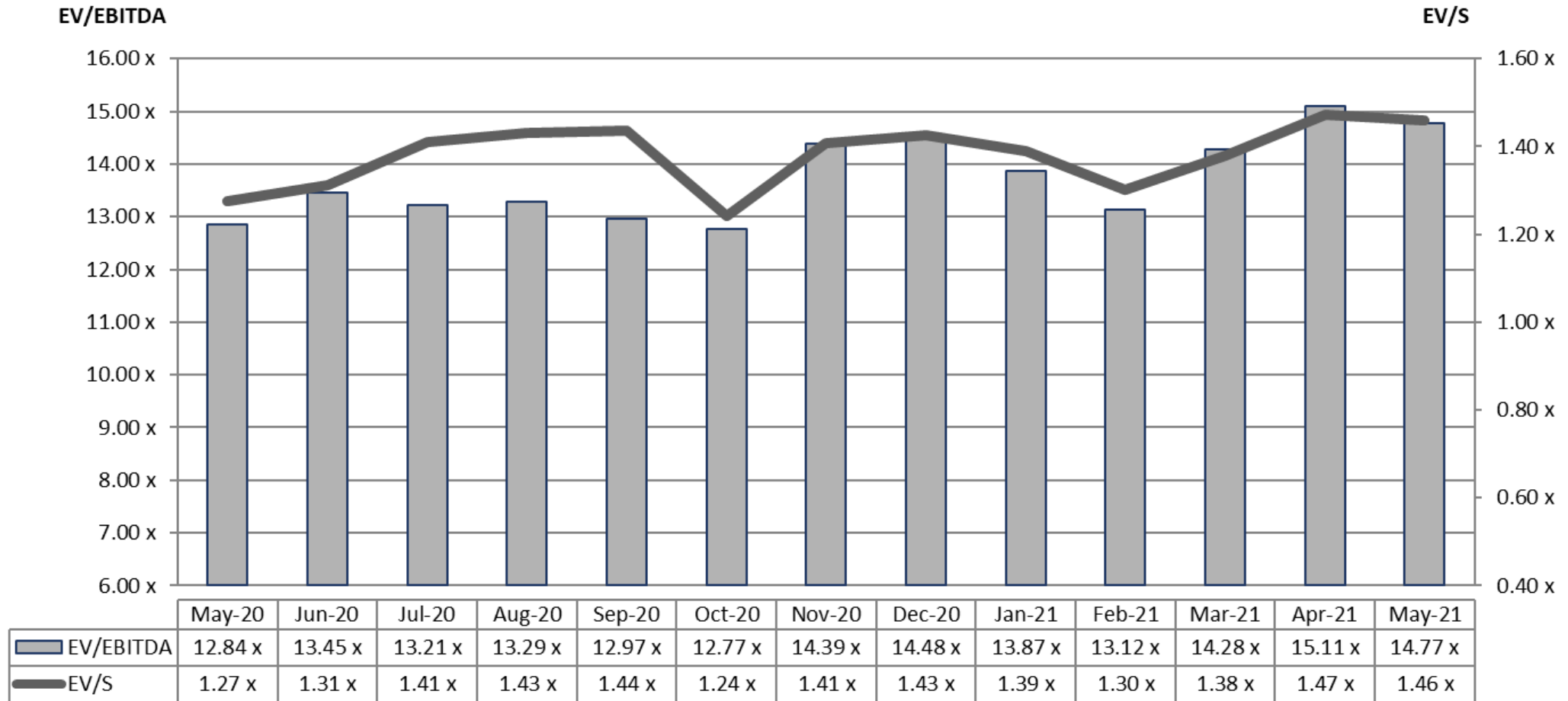
\$46B



Thoughts? Questions? Let us know!
@CorumGroup

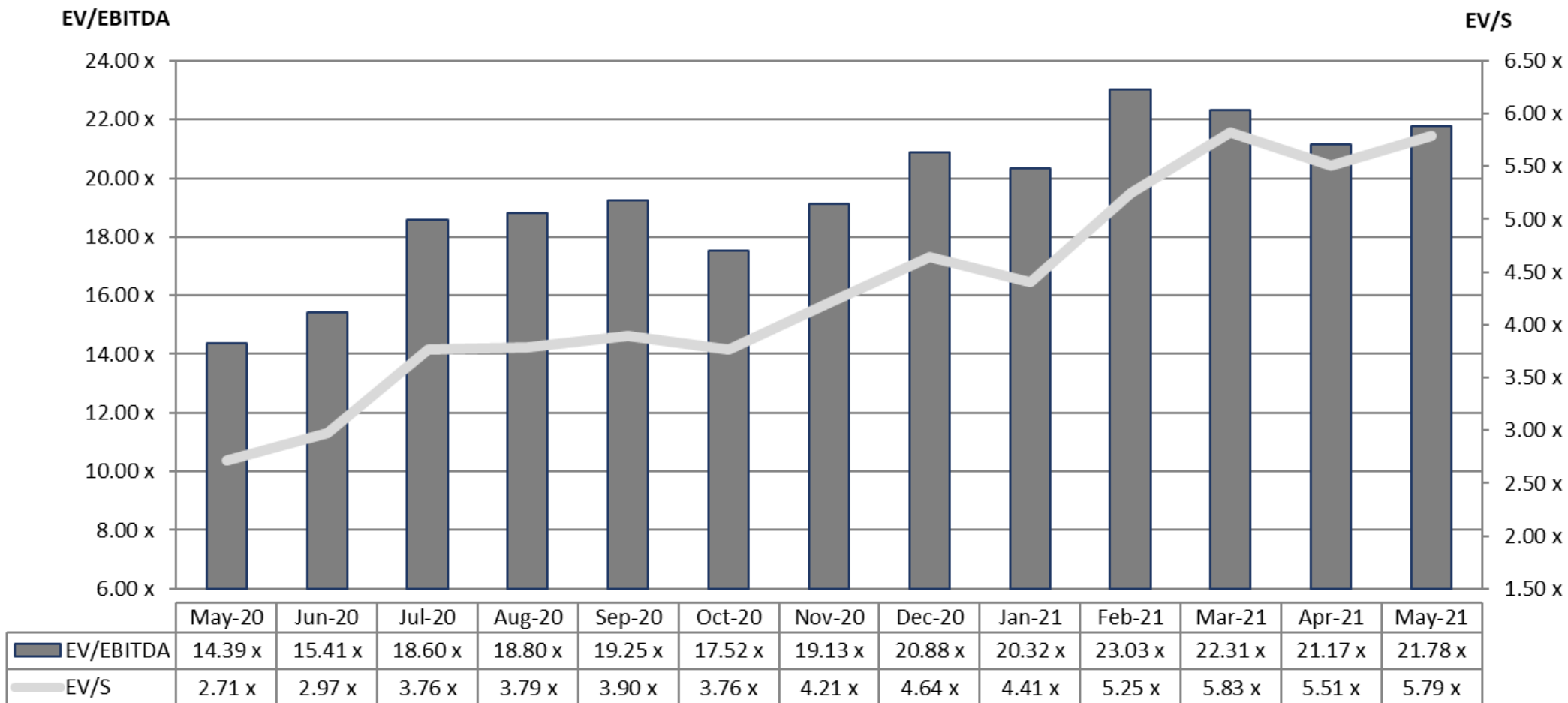


Public Valuation Multiples















Public Valuation Multiples





Focused Systems Integrators

Seller	Acquirer	Seller Country	Description
 SynchroNet	 softwareONE	USA	IT & Managed Services & AWS end-user computing
 multibook Sap Services Business	 Capgemini	Japan	SAP services provider
 cloud2	 BCN Group  Beech Tree PRIVATE EQUITY	United Kingdom	Microsoft-based IT consulting services
 AppsPro الاستشاريون المحترفون	 accenture	Saudi Arabia	Oracle systems integration services
 waeg	 IBM	Belgium	Salesforce-focused digital transformation



Security Services

**LINK
BYNET**

SOLD TO

accenture

Seller: Linkbynet [France]

Acquirer: Accenture [USA]

- Security integration and hosted services

WhiteHat
SECURITY®

SOLD TO

<epam>

Seller: White-Hat Security [Israel]

Acquirer: EPAM [USA]

- Cybersecurity consultancy



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Writer

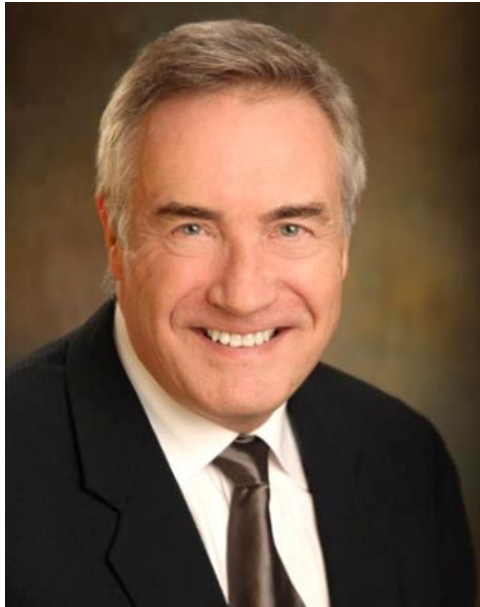


To request a copy

Please email

info@corumgroup.com

BRUCE MILNE, CEO, CORUM GROUP LTD.



- Founded or owned four software companies, including AMI, an Inc. 500 firm, the largest vertical market software company in the world at the time
- Advisory boards for Microsoft, IBM, DEC, Comdex and Apple.
- Board member/founding investor in some of the most innovative firms in their field, including Blue Coat, Bright Star and Sabaki.
- Past advisor to two governors and a senator, a board member of the Washington Technology Center.
- Founder of the WTIA, the nation's most active regional technology trade association.
- One of the 200 most influential individuals in the IT community in Europe.
- Graduate with Distinction from Harvard Business School.

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Tech M&A Monthly

Software Bidding Wars

12 Tips to Negotiate a Maximum Deal



Are you prepared?

**This is the most complex
negotiating of your life**

12 Tips To Negotiate a Maximum Deal



You

Price
Structure
Liabilities
Taxes
Employment
Non-Competes



Buyer

You're likely negotiating with your future boss

**Post-COVID negotiation
problem is compound,
due to the hyper pace**

**It's no longer two months to
get into a negotiation with a
competitor slate of bidders**

Now it's two weeks!

You don't have months to prepare

No more rabbits to practice on!

**You have to be ready to
respond completely from the
very beginning**

12 Tips To Negotiate a Maximum Deal

1. Determine Your Position Before Beginning
2. Reveal Problems Early, Not Later
3. Tackle the Most Difficult Issues First
4. Make Use of Negotiating “Straw Men”
5. Don’t Let the Buyer Serial Negotiate
6. Don’t Imply Acceptance Until Full Review
7. No milk without buying the cow
8. Don’t get Emotional – use advisors
9. Ensure Rapid Document Turnaround
10. Get an Experienced Attorney
11. Alignment Between Owner, Advisor, and Attorney
12. Get Everyone on the Phone

**#1: Determine your position
ahead of time, agree on
what you can and can't do**

**#2: Reveal problems
early, not later, otherwise
you lose the buyer's trust**

#3: Tackle the most difficult issues first, so you set the stage for a smoother finish

#4: Make use of negotiating “straw men”

**Remember: they have to
win too**

**#5: Don't let the buyer
serial negotiate, deal with
issues one at a time**

**Get all the issues on the
table before negotiation**

**#6: Don't imply acceptance
until full review, tell them you
have to review with advisors**

**#7: No milk without
buying the cow!**

**Don't do licensing
deals, code sales, etc.**

**#8: Don't get emotional
– use advisors, deal
fatigue kills deals**

**#9: Ensure rapid
document turnaround,
show your professionalism**

**#10: Get an experienced attorney,
inexperienced attorneys kill deals**

#11: Alignment with owners, advisors, attorney

Every word counts now

#12: Get everyone on the phone

Emails can be polarizing

**#13 (*bonus tip*): “Tis’
many a slip up twixt lip
and cup!”**

Don’t delay getting to close

**This is the most important
transaction of your life – do it right**

We welcome your questions!

**Email questions to
info@corumgroup.com**

This event is being recorded
On demand webcast will be available at
www.corumgroup.com



- **Half-Day**
- **Tech M&A Bootcamp**
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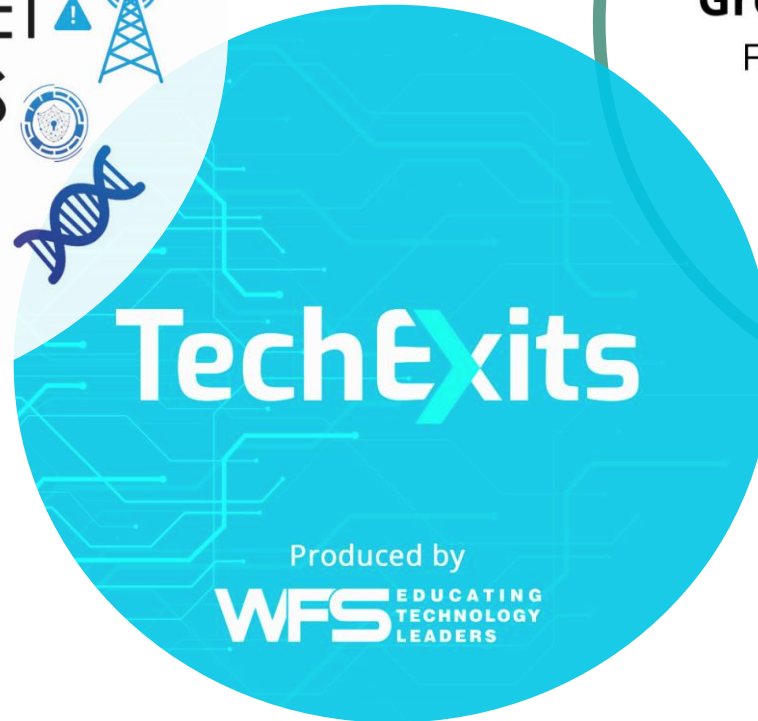
MERGE BRIEFING



- **90 Minutes**
- **Industry Update**
- **Overview of the M&A Process**



Webcasts



Podcasts



Conferences

After the Deal – Celebration

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Thank you!