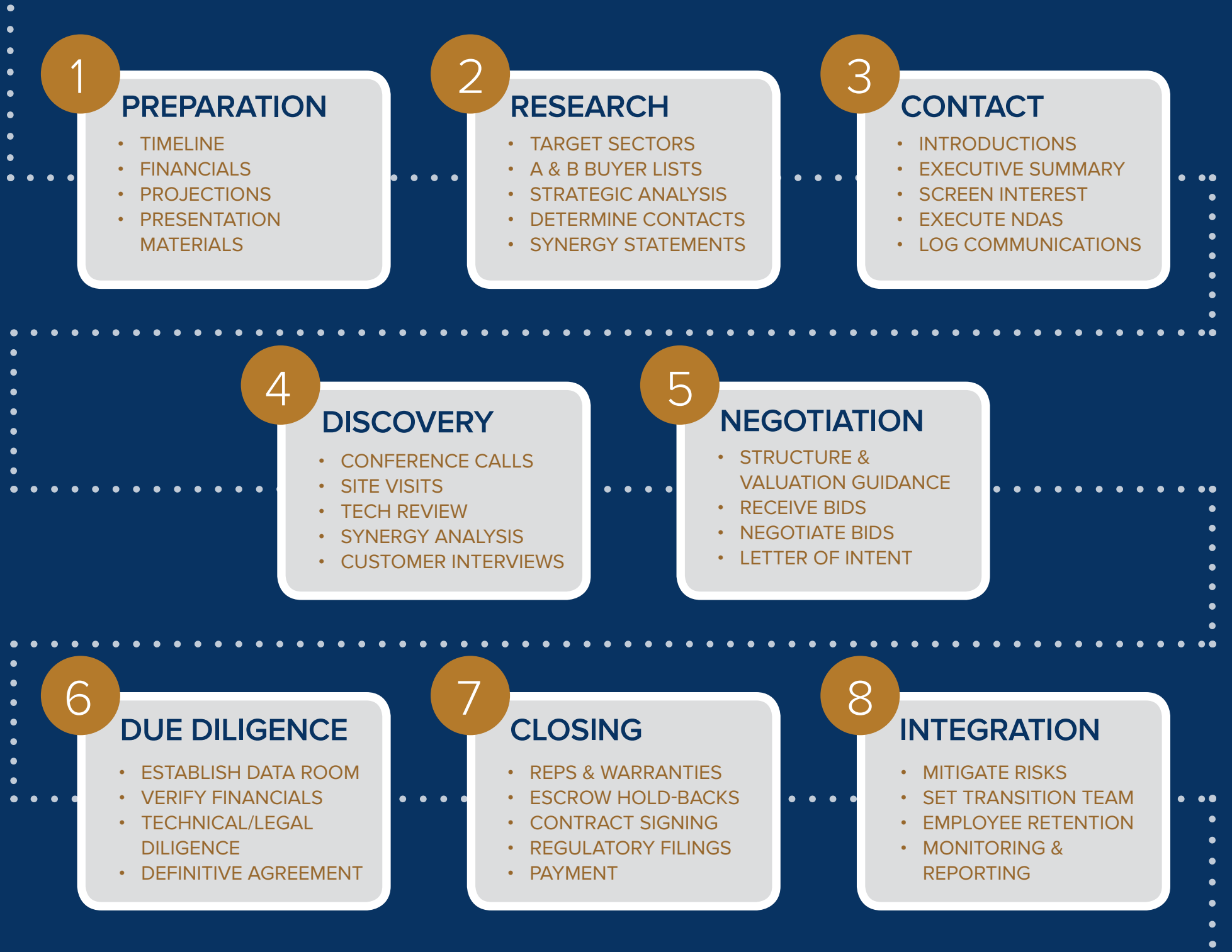


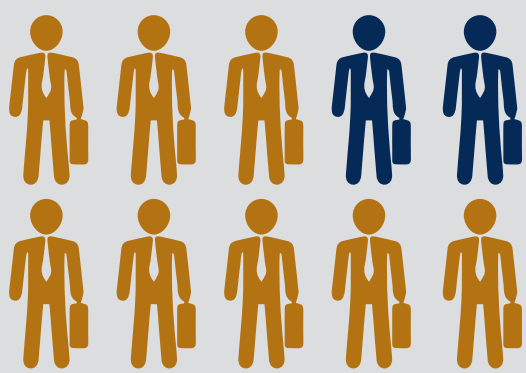
8 STAGES FOR AN OPTIMAL OUTCOME

THE TECH M&A PROCESS

Too often, the M&A process is handled differently depending on who works it. What's needed is a global, systematic search process for that partner that will give you an optimal outcome. The "8 Stages For An Optimal Outcome" is built on the largest body of tech M&A work in history.



OPTIMAL OUTCOME BY THE NUMBERS



80% of self-managed M&A transactions end in failure



75% of the time there will be other buyers willing to pay more than the first one that approaches you



48% average increase from initial offer to LOI with a global, professional process