



Accounting Firms are able to extend involvement with their clients before and well beyond deal-closing by incorporating our Due Diligence, Integration and Optimization services into their M&A TAS offering.

Atlanta - Boston - Chicago
Dallas - Detroit - Houston
Los Angeles - Miami
New York - Philadelphia
Phoenix - San Francisco

Transaction Advisory/Consulting Services

A significant percentage of accounting firms have established M&A Transaction Advisory Services (TAS) practice areas inside their organizations to better serve their clients. In today's complex business environment, these TAS teams bring together firsthand M&A and corporate finance experience, along with industry knowledge, to help manage risks and enhance shareholder value associated with corporate acquisition transactions.

However historically, accounting firms' involvements in M&A transactions have ceased upon deal-closing, with the exception of making a few post-closing adjustments.

Utilize PMI Advisors on a Subcontract or Referral Basis

Our goal is to work with accounting firms to maintain and expand the services that are provided for their clients.

- **No Additional Practice Staff Required**- As these firms identify needs of their existing clients, we are able to quickly provide senior level expertise as an extension of their services. There is no need to add additional staff to their practices for interim client projects.
- **Maintain Ongoing Audit/Tax Relationship** - A primary interest of accounting firms is to maintain the ongoing audit/tax client relationship. By extending the firm's services with our resources, their clients do not "drift" to competitors due to a lack of services available through the accounting organizations.
- **Eliminate Conflict of Interest Concerns** - There may be instances where "conflicts of interest" may arise in providing consulting services in specific functional areas. We are then able to contract directly with the firms' clients for those services, yet the accounting firms maintain "connectivity" with those established client relationships.

Our professionals have extensive experience in providing M&A Due Diligence, Integration and Optimization services, bringing industry and functional expertise that includes:

- Cybersecurity
- Technology
- Human Resources
- Marketing/Sales
- Supply Chain
- Legal Coordination
- Manufacturing
- Logistics
- Procurement

PMI Advisors has entered into Subcontract/Referral Agreements with several national accounting / consulting firms to provide staffing resources to serve their clients. We help firms to maintain control of their existing client relationships, by providing interim resources for their use.