



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.

(cont'd.)



Pre-Sales Support:

PMI Advisors will assist with internal discussions and preparations, followed by participation in client proposals and presentations, on a no-charge basis.

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A Mutually Beneficial Relationship

PMI Advisors works with accounting firms by providing interim senior-level staffing resources to extend services offered to the firms' clients. Our team is pleased to assist, on a no-charge basis, with pre-sales activities for internal preparations and discussions, followed by client proposals and presentations.

There are a variety of methods for charging clients for consulting services, ranging from a fixed-fee basis for identified scopes of work, to daily or hourly consulting rates. We recognize that the accounting firms are in the best position to gauge the end-client's interests and the acceptable market billing rates. Therefore, the firm will be responsible for establishing the end-client billing rates/structure, based upon our agreed-upon internal rates. Regardless of whether the services are delivered on a subcontractor or on a referral basis, the end-client billing rates remain the same.

Don't let clients "drift" to possible competitors due to a lack of knowledgeable resources available to them.

Typical Scenarios

Below are typical scenarios identified by accounting firms serving their existing clients. Our senior-level team members may serve as leaders for these due diligence, M&A integration and corporate optimization projects:

- **Merger Integration Lead** – PE firm that is acquiring 2 companies in the professional services industry is combining them into a newly branded entity.
- **ERP Implementation Lead** – Established company in the fabric printing industry, positioning itself for sale in 2 years, needs to source and implement an ERP system to replace their "homegrown" version.
- **Marketing/Sales/Support Segmentation Lead** – Manufacturing company with \$250 million revenue recognizes that their "one size fits all" approach is not working and need to differentiate their customers into segments.
- **IT and HR Due Diligence Leads** – Company that has been acquiring private schools needs analysis of inherited disparate IT and HR systems and development of a go-forward plan.
- **Carve-Out Lead** – PE firm is acquiring and carving-out a manufactured product division of a Fortune 500 company over a period of 1 year.
- **Cybersecurity Lead** – National residential property management company needs interim CIO with cybersecurity focus for rapidly expanding property portfolio.
- **Supply Chain Lead** – PE firm evaluating the acquisition of a platform company in the metal fabrication industry needs due diligence assistance since numerous add-ons are anticipated.

Our M&A professionals are former Corporate C-Suite Executives, VPs and Directors with broad and deep experience in M&A for a variety of industries. A number of them have also held senior positions with major consulting firms.