



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 and Management Consulting offerings.

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

## Transaction Advisory/Consulting Services

Many accounting firms have established M&A Transaction Advisory Services (TAS) and Management Consulting practice areas inside their organizations. In today's complex business environment, these practice teams bring together first-hand M&A, corporate finance, and management consulting 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 expand the services that are provided for their clients.

- **Increase Billable Hours of Internal Staff** - With our senior-level team members as project leaders, utilize existing internal resources for numerous detailed workflow activities, considerably expanding consulting revenue opportunities.
- **No Additional Senior-Level Practice Staff Required**- We are able to quickly provide "seasoned" expertise on-demand. There is no need to add additional senior-level staff to practices for interim client projects.
- **Maintain Ongoing Audit/Tax Relationship** - By extending the firm's services with our resources, their clients do not "drift" to competitors due to a lack of available services.
- **Eliminate Conflict of Interest Concerns** - We are able to contract directly with the firms' clients when conflicting services arise. However, 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 our team of senior-level M&A professionals as interim staffing resources to assist them in serving their existing and potential clients.***

(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 contractual methods for delivering 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 where our senior-level team members may serve as leaders for these due diligence, M&A integration, and corporate optimization projects:

- **Merger Integration Leader** – PE firm, that is acquiring 2 companies in the professional services industry, is combining them into a newly branded entity.
- **Carve-Out Leader** – PE firm is acquiring and carving-out a manufactured product division of a Fortune 500 company over a period of 1 year.
- **Interim CFO** – Portfolio company quickly needs an interim CFO for several months while recruiting and onboarding a permanent CFO.
- **Marketing/Sales/Support Segmentation Leader** – Growing manufacturing company recognizes that their "one size fits all" approach is not working and needs to segment their customer base for better client results and increased profitability.
- **IT and HR Due Diligence Leaders** – Company that has been aggressively acquiring private schools for the past 2 years needs analysis of inherited disparate IT and HR systems and development of a cohesive go-forward plan.
- **Interim CIO/Cybersecurity** – National residential property management company needs interim CIO with cybersecurity focus for rapidly expanding property portfolio.
- **ERP Implementation Leader** – 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.
- **Supply Chain Leader** – PE firm evaluating the acquisition of a platform company in the metal fabrication industry needs due diligence assistance evaluating the target's supply chain process 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.***