



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 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. Benefits of our services include:

- **Billable Hours of Internal Staff Increased** - With our senior-level team members as project leaders, firms are able to pursue engagements that will utilize their existing internal resources for numerous detailed workstream activities.
- **No Additional Senior-Level Practice Staff Required** - We are able to quickly provide "seasoned" expertise on-demand, eliminating the need to add additional internal senior-level staff for interim client projects.
- **Clients "Drifting" to Competitors Reduced** - By extending firms' services with our resources, they maintain client relationships for ongoing audit/tax work and don't lose clients due to a lack of available services.
- **Conflict of Interests Eliminated** - We are able to contract directly with the firm's clients when conflicts arise, allowing the firm to 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 Engagement Scenarios

Below are typical scenarios where our senior-level team members may serve as leaders for these M&A due diligence, 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.***