



In offering expanded services for both buyers and sellers in partnership with us, accounting firms are able to extend involvement with their clients throughout all phases of the M&A lifecycle.

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

Accounting / Consulting Firms

For today's complex business environments, accounting firms provide a range of consulting and advisory services for their clients in addition to standard audit/tax practices. However, typically for M&A transactions, their services cease upon deal-closing, with the exception of making a few post-closing adjustments.

In offering expanded services for both buyers and sellers in partnership with us, accounting firms are able to extend involvement with their clients throughout all phases of the M&A lifecycle.

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 Team of professionals brings industry and functional expertise that includes:

**Cybersecurity – Technology – Human Resources – Financial
Integration Management – Marketing/Sales – Procurement
Project Management – Supply Chain – Operations – Legal
Manufacturing – Strategy - Logistics**

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.

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

Benefits Throughout the M&A Lifecycle

PMI Advisors works with accounting/consulting firms by providing interim senior-level staffing resources to support services offered to the firms' clients for the full M&A Lifecycle. 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 firms are in the best position to gauge the end-client's interests and the acceptable market billing rates.

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 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, as well as holding senior positions with major consulting firms.