



Our professionals bring the multi-faceted perspective that comes from extensive direct client-side leadership, acquisition program experience, and experience as third-party consultants to provide assistance for the full M&A lifecycle.

Atlanta - Boston - Cincinnati
Chicago - Dallas - Denver
Detroit - Houston
Los Angeles - Miami
New York - Philadelphia
Phoenix - Reno
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Washington, DC

PMI Advisors - Overview

PMI Advisors, LLC was initially launched to provide M&A integration services for acquirers. However, after assembling our nationwide team of over 35 senior-level professionals, we are being asked to bring our team's experience to consult, to provide resources and to staff interim executive positions for M&A projects.

Today's companies are lean. We work with our clients to handle their hot M&A projects without letting their core businesses cool off. Internal management must juggle strategy, organization, staffing, systems, and culture, on top of keeping the day-to-day business performing. Since not all clients want or need dedicated M&A project support, we provide a full range of part-time/full-time services and resources to:

- Business Sellers
- Publicly Traded Companies
- Private Companies
- Family Offices
- Private Equity Firms
- PE Portfolio Companies

A Full Range of Services and Resources for our Clients' M&A Projects

Our professionals are very experienced, with deep M&A, functional, and executive management backgrounds, often in numerous industries. This means our professionals bring the multi-faceted perspective that comes from extensive direct client-side leadership, acquisition program experience, and experience as third-party consultants to provide assistance for the full M&A lifecycle in the following areas:



The M&A Lifecycle

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

Unlike the large consulting firms, we do not push the staffing pyramid model where customers pay for inexperienced staff and get cameo appearances by senior talent. We provide senior professionals directly for our clients' projects.

(cont'd.)

Typical Engagement Scenarios

Below are typical scenarios where our senior-level team members may serve as leaders for these M&A projects:

"The management of an M&A project is critical, in that the success or failure of the deal is heavily dependent upon the capabilities of the management team. Our goal is to assist our clients with the professional expertise and management tools that are essential to enhance value, minimize risks, accelerate the achievement of deal synergies, and avoid disruption to ongoing business."

Dan R. Bradbary
Founder
PMI Advisors, LLC

- **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.
- **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 continues to be aggressively acquiring private schools needs analysis of inherited disparate IT and HR systems and development of a cohesive go-forward plan.
- **Interim CIO/Cybersecurity Leader** – National residential property management company needs interim CIO with cybersecurity focus for rapidly expanding property portfolio.
- **Supply Chain Leader** – PE firm, considering 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.



A National Presence