

Whether you're looking to expand your business, sell your business or transition to the next generation, it is vitally important to have the right business partner by your side. Knowing that M&A considerations are complex and can arise at any time, Grassi Consulting has the due diligence services you need to make confident decisions at every stage of the business cycle.

## Buy-Side Due Diligence

If you're in the market to acquire a new company, our consultants can play a critical role in giving you a solid financial picture of your target and uncovering issues that can be used to negotiate a lower purchase price and/or minimize future litigations.

Services include:

- Financial investigation and verification of target company's financial well-being
- Analysis of the company's departments, business structure, communications and technology
- Assessment of the target's IT infrastructure and the adequacy of its security against cyberattacks

## Sell-Side Due Diligence

When the time comes to sell or transition your business to new hands, don't face the decision alone. Grassi Consulting has a wide range of services to help you prepare your business for sale and avoid surprises along the way.

Services include:

- Quality of earnings reports and calculation of what your business is worth
- Confidential Information Memorandums that clearly and concisely disclose all relevant financial information to potential buyers
- Consulting on potential downward price pressures that could threaten deal structure

Before, during and after the transaction is complete, the information gleaned from a well-executed due diligence process will result in an easier and more seamless transition for everyone involved. So leave the due diligence to Grassi Consulting and let your management team focus on the important job of running your business. For more information, please contact Anthony Tomaro, Consulting Services Leader at [atomaro@grassicpas.com](mailto:atomaro@grassicpas.com) or 212.223.6017.