



The NYBB Group

Mergers & Acquisitions | Business Sales | Exit Strategies

Corporate Acquisitions Program

The Pathway to Growth



Mergers & Acquisitions -- Business Sales -- Exit Strategies

Long Island Office:

25 Melville Park Road, Suite 216
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New York City Office:

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Accelerate Your Company's Growth



If you have been searching for companies to acquire but have had limited success, now you can rely on our Acquisitions Program to deliver results.

Our Acquisitions Program is a focused professional search conducted on your behalf in order to locate synergistic and strategic acquisitions opportunities that meet your specific requirements.

Benefits of Acquisitions Include:

- Increased revenues and bottom line profitability
- New markets and new sources of revenue
- Increased geographic reach
- Greater economies of scale
- Increased employee capacity and resources
- Morale improvement for existing staff and management who see career opportunities and security in an expanding firm



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Advantages of Acquisitions



Why does our Acquisition Search work so well? Because we introduce you to companies that are not formally “on the market.” By being the only company in play with the potential seller you avoid competing for the acquisition and are perfectly positioned to craft a deal to your maximum advantage.

Here are the main advantages of our Acquisition Program:

- ✓ You locate opportunities before they reach the open market.
- ✓ You find these deals before competition bids up the price.
- ✓ You negotiate with business owners on your terms.
- ✓ You arrive before the seller engages an M&A Advisor or Business Broker.
- ✓ Most of all....You are able to find specific opportunities that fit your strategy and criteria because you choose them yourself.

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Our Acquisition Process



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Our acquisition search process identifies specific opportunities that meet your strategy and objectives...

Step 1 Choose Your Criteria

You select revenue range, transaction size, cash flow requirements, and geography.

Step 2 Identify Targets

We identify the marketplace and compile a list of targets from researched data. These targets are organized in a searchable format according to revenue, geography, SIC, and NAICS classification.

Step 3 Marketing Preparation

We prepare confidential marketing materials for use in introductions, including: Personalized letters of introduction, Non-Disclosure & Confidentiality Agreements and a Confidential Buyer Profile outlining your background and financial capabilities.

Step 4 Customized Marketing Action Plan

Companies are contacted by direct mail, e-mail, and telemarketing. Responses are tracked. Opportunities are screened for willingness and readiness to sell, and their expectations relative to price and terms.

Step 5 Measure Results

We provide you with ongoing response reports including most likely acquisition candidates.

Step 6 Manage Communications

We coordinate conference calls and/or meetings between you and seller.

Step 7 Deal Coordination

We assist in information and document gathering, coordinate advisor communications, and assist in arranging financing when needed.

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The Cost of Our Program



We offer two cost-effective solutions to your acquisition needs. Option one is an “active search” and option two is a “passive search.” With an “active search” you pay a monthly work fee and a success fee. With a “passive search” you only pay a success fee.

Here’s why our search services are a great value:

✓ **No Upfront Retainers or Set Up Fees**

Many corporate acquisition search firms require large upfront retainers or set up fees. Our firm does not charge these fees.

✓ **Success Fee**

We work on a very competitive success fee basis and are only compensated when we are successful in locating an acquisition candidate that results in a closed transaction.

✓ **Other Costs**

All direct mail costs, e-mail blast costs and telemarketing costs are included in your monthly project fee.

We bear the entire direct database and list procurement costs for your search and provide you with those custom business lists for free.

✓ **We Put It In Writing**

We provide every client who conducts an “active search” with a written and signed Marketing Action Plan which spells out in detail how many direct mail pieces, e-mail blasts and telemarketing calls we will deliver in support of your project. With NYBB there is never any question that we are doing everything possible to help you achieve success.

✓ **Non-Exclusive**

Most Intermediaries offering Acquisition Search Services require exclusive contracts rewarding them for opportunities that you may find through your own efforts. With our service we are only compensated on a deal identified for you through our search.

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Get Started



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How Our Program Can Help

Mergers and Acquisitions should be an essential part of the strategic plan for all companies that are serious about growth.

Yet, acquisition search capabilities are often a missing skill set within many small to mid-sized companies. In most cases C-Level Managers and their staff are not familiar with the complexities involved in managing merger and acquisition initiatives and lack the resource bandwidth or internal expertise to effectively pursue acquisitions.

NYBB provides these comprehensive services to simplify your acquisition process and maximize your results. Our acquisition search solution is effective because we use an aggressive direct marketing program and a disciplined prospect management process to systematically move acquisition candidates into position to be receptive to your overtures.

If you're seriously considering making an acquisition and you would like to learn more, please contact your NYBB affiliate or contact us via e-mail at info@nybbinc.com to request a copy of our Corporate Acquisition Program Services Agreement.



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