Transaction Advisory Services for Privately-Held Businesses

Transaction Advisory Services Group: An Overview

Transaction Advisory Services (TAS) are the matchmaking, wedding planning and post-marriage therapeutics of M&A. TAS practitioners rely on the quantitative sciences of valuation, economics, finance, and accounting and the qualitative arts of law,negotiation, business strategy, change management and organizational development. The othe essential ingredient – "just plain common sense." But that's only a part of the story.

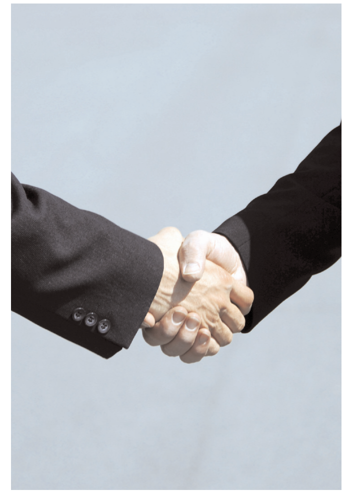
As CPAs, business advisors, and valuation experts, our TAS practice is grounded in over 25 years of deep, multi-industry expertise in M&A, businessstrategy and operations, financial systems, accountingand audit, taxation, and valuation. Since we remain intimately involved in client wealth creation at all stages of the client life cycle, we understand that the success of an acquisition or divestiture is not just "all about the money." It is about the health and sustainability of the resulting enterprise.

Whether we advise the buyer or the seller,we help ensure a win-win strategy and avoid zero sum games. Our specialists mentor and coach the client and the legal team to identify the right acquisition target or buyer, assess deal economics and cultural fit, perform thoughtful due diligence, prepare a business plan, hammer out the details, and manage deal negotiations. And, when something smells like a rotten egg, we counsel the client to walk away. "marriage," assisting it to set realistic expectations, keeping everyone down to earth, moving it toward long-term success.

We believe that high quality transaction support can help beat the M&A odds. Let our team assist you in gathering the golden eggs of opportunity and watching them hatch into strong, vital enterprises. owner, your goal for every acquisition or restructure transaction is to maximize wealth creation and manage the risks that destroy it. The question remains, how do you know whether the post-deal entity will be a golden egg or a rotten one?

But that's only a part of the story. For a more specific description of these and other accomplishments on behalf of our clients, please call:

Roy M. Henshaw, CPA at 781.861.1590 or Paul Bardaro, CPA, ABV at 781.321.6065.



Client Value Points

Responsive and Involved Partners

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AICPA

Massachusetts Society of Certified Public Accountants, Inc.

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RBB is uniquely suited to handle assignments for privately-held businesses. Our size and structure allows us the flexibility to deliver superior service from a team headed by a partner of the firm, and yet remain within your established budget parameters for either a specific project or an ongoing engagement.

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