

# Pre-Go-To-Market Review



Having led due diligence efforts, HCH Advisors understands the rigors and scrutiny sellers will be subjected to in an M&A transaction. Through a pre-go-to-market review, HCH can advise sellers on what to expect by applying our own due diligence checklist to the current proposed transaction. Our review can disclose issues that have a potential impact on the deal.

Understanding what is important to a buyer can have a significant impact on the success of any M&A transaction. Anticipating issues that could arise in the due diligence process could impact the valuation or even mean the difference between a deal closing or not. An ill-prepared seller is at a disadvantage in negotiating price and terms. Identifying and mitigating red flags and potential deal breakers before due diligence commences enables the seller to eliminate surprises and enter the deal in a stronger position. Issues could be financial, strategic, operational, regulatory, etc.

Our strategic approach to operational reviews has been designed with the flexibility to apply to various situations, including M&A transactions, long term profitability improvement, operational efficiency, enterprise risk assessment, etc.

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Buyers and sellers spend a considerable amount of time and money when contemplating a transaction. When the process goes smoothly, the deal generally gets done. When the process does not go smoothly, it is often due to a surprise discovered in due diligence.

HCH Advisors believes these surprises can be avoided with an operational review of the selling entity before identifying a buyer and the beginning of due diligence. Identifying potential issues early allows the seller's management time to address and mitigate the issue, or at least, to explain and present a plan for addressing it.

HCH Advisors' buy side M&A Services include:	HCH Advisors' sell side M&A Services include:
<ul style="list-style-type: none"><li>• Outsourced Strategy and Corporate Development</li><li>• Deal process management</li><li>• Target evaluation – strategic, financial, operational</li><li>• Identification of synergies</li><li>• Due Diligence</li><li>• Financial models</li><li>• Coordination of advisors, including investment bankers</li><li>• Post-closing integration management</li></ul>	<ul style="list-style-type: none"><li>• Operational review to identify potential issues prior to due diligence being conducted</li><li>• Deal process management and advisory</li><li>• Analysis and evaluation of proposals</li><li>• Financial projections</li><li>• Due diligence coordination</li><li>• Coordination of advisors, including investment bankers</li><li>• Coordination with buyer on post-closing integration</li></ul>

# Contact Information



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