

GROWTH THROUGH ACQUISITION PROGRAM

Growing a business through acquisition can indeed be a strategic way to expand a company and achieve growth goals. This may include expanding service or product offerings, adding new clients or market channels, reducing overheads, creating new sales opportunities, and more.

Consider what synergistic outcomes you would create from the acquisition, such as service, product, or geographic expansion.

There are seven key steps in acquiring a business using our approach:

1. Conducting a full strategic assessment.
2. Creating a formal acquisition plan.
3. Conducting targeted Acquisition Search.
4. Qualifying targets with full due diligence and value estimates.
5. Developing a capital strategy to fund the acquisition.
6. Conducting pre & post money valuation analysis.
7. Negotiating and closing the transaction.



Using acquisition as a strategy for building a private business offers several benefits. Acquisitions can lead to economic gains, increased access to capital, better bargaining power, and lower costs through higher production volume. Acquisitions can help overcome market entry barriers, quickly increase market share, and gain a competitive edge in the marketplace.

Acquiring another company can help diversify products and services, fill gaps in offerings, and spread risk more quickly and easily. Acquisitions can bring tax benefits if the target company is in a strategic industry or a country with a favorable tax regime.

For families or privately owned businesses, acquisition can ensure business continuity, reduce interruptions, and provide job security for employees. Acquiring other companies can provide access to talent, intellectual property, and resources that the acquiring company may not possess.

At Stony Hill Advisors, we also work with you to manage a variety of issues and risks:

- We help determine whether your business is equipped to integrate a new business seamlessly.
- We create an actionable plan to address potential pitfalls and ensure the success of the acquisition. This involves considering reputation, visibility, and cultural fit between the companies, as well as conducting thorough due diligence to minimize risks.
- We work with you to focus on minimizing risks and ensuring the successful integration of the acquired business, including creating a customer retention strategy and prioritized operational and cultural integration.