

# Acquisition Support Services

**The Portfolio  
Partnership**

Transforming Visions into Remarkable Businesses

978-395-1155

[www.PortfolioPartnership.com](http://www.PortfolioPartnership.com)

**What is it?** It's buy-side Investment Banking reimagined. We immediately broaden your management's bandwidth by building corporate finance and integration skills into your team.

**Why?** Acquisitions are complex and time-consuming, and each is unique. Most companies do not have the expertise nor the time to conduct an effective M&A strategy. But often, M&A is a critical part of their growth strategy.

**How do you do it?** Based on our Acquirer's Playbook, published on Amazon, we build world-class best practices into your business. Both Principals, Ian Smith and Kevin Young have decades of experience leading successful M&A programs. We build world-class best practices into your business and achieve desired outcomes by working inside and alongside your team:

- 1 We embed a playbook that works and that aligns strategy, acquisitions and integration.
- 2 We find targets that are aligned with your strategy.
- 3 We use integration fit to prioritize those targets.
- 4 We understand targets by diagnosing them with an operator's mindset.
- 5 We teach empathy and why it's key to moving people.
- 6 We ensure our client understands the potential value to acquiring and reflect the benefits to owning the target.
- 7 We ensure deal structure and pricing advice are aligned with the integration strategy and the post-acquisition costs.
- 8 We ensure due diligence execution is driven by the integration strategy.
- 9 We trap all integration exposures that should be included in the Sale & Purchase contract.
- 10 We design and assist in post-acquisition integration plans that enhance success.

**What does it cost?** A fixed monthly retainer is charged based on the complexity of the assignment plus a success fee.

**What would your references say?** We were impressed with both the objectivity of their advice and the decisiveness of their negotiation skills. Rather than a traditional advisor role, TPP acted as our Corporate Development department bonding with the team. The sellers on the opposite side of the table continually saw one seamless acquisition team that was consistent, professional, courteous, and effective.

**Why are we credible?** In a nutshell, we are operators with deep M&A experience, not bankers. Acquisitions are for operators. All staff are successful C-suite executives that have held leadership positions across the globe including, Thomson Corporation, Capita, Mycronic, Web Industries, Mondi, Avery Dennison, Sony, P&G along with several successful private software and technology companies. The key to acquisition success is a robust process that places integration at the top of the agenda.

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