



# Catalyst

for Corporate Development

## HARBOR VIEW

ADVISORS

“HVA worked with our leadership to set the course and engage acquisition opportunities. They facilitated every stage of the process — from governance to negotiation to due diligence.”

— CFO, Business Services Company

“HVA’s industry knowledge and ecosystems were invaluable to our M&A program. They primed the pump and managed a continuous flow of targets.”

— Managing Director, Private Equity Group

“HVA was creative, methodical and collaborative. Together we threaded a needle with our parent company’s criteria, our desire to find synergies with our legacy business and our acquisition targets’ goals.”

— CEO, Technology Services Company

Harbor View Advisors’ *Catalyst for Corporate Development* practice augments your existing M&A program with dedicated insight, expertise and results. We bring a turnkey corporate development team ready to help you stay ahead of both strategic and financial buyers.

We share your view that the M&A market is becoming more competitive than ever, particularly at this point in the economic cycle. The traditional corporate M&A method is outmatched by aggressive investors and more advanced strategic buyers that are poaching the best targets.

To outpace acquisitive opponents, leading organizations must run a disciplined process that follows a clear strategy and projects a magnetic M&A brand. We act as a catalyst to change the game back in your favor.

As your advisor, we apply our *Catalyst for Corporate Development* methodology to expand your team’s bandwidth to drive acquired growth. We work with your team to:

**DESIGN** a competitive M&A program around a core strategy

**BUILD** a robust pipeline of pre-qualified and motivated targets

**CLOSE** high priority, impactful transactions and become the acquirer of choice

## Our Approach

We blend a strategic consulting approach with investment banking execution. We work with your team to understand your strategy, establish your M&A objectives, prioritize targets, articulate your M&A message and launch an outreach that results in successful transaction closing and integration.

*Catalyst for Corporate Development* is implemented in three distinct phases:



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## Discover



In the discover phase, we explore previous M&A efforts by reviewing existing corporate development strategies, central corporate development processes and impact of closed transactions on your business. At the conclusion, we present a proprietary Corporate Development Scorecard that ranks your company's strengths and opportunities as it relates to the three pillars.

## Launch



The launch phase is critical to ensuring success. We apply the findings in the discovery phase to build a unique M&A strategy tailored to your company goals, your industry and the current market environment. We collaboratively design the program, search for and build a pipeline of pre-qualified acquisition targets and continue to refine the program to deliver three to five target vertical end markets or product areas primed for outreach.

Throughout this process, we deliver three valuable tools:



## Execute



Following the approval of the acquisition strategy, we work with you to methodically filter, vet and close targets. Engagements run from a single transaction to multi-year, multi-target partnerships and can include both acquisitions and divestitures.

We leverage our collective insights from sell-side and buy-side experience to optimize your M&A program:

- Putting companies into play is often driven by a shared vision.
- Placing “multiple irons in the fire” is a key to success.
- “Buy-in” from the board and business units is paramount.
- Negotiations continue to closing. Deals are hard.

**Together we can become the dedicated, nimble and proactive corporate development team your company needs to close impactful transactions and become the acquirer of choice in your industry.**