

# CATALYST: *BUY-SIDE*

Our Catalyst for Corporate Development practice augments internal M&A teams to provide a proactive strategy to source, execute and integrate growth through acquisition.

We bring a listen-first approach to establishing objectives, prioritizing acquisition targets, and launching an initiative that results in high impact transactions.

## Igniting Growth. Acquiring Results.

In order to win the deals you want, your company needs more than just a strategy. It needs a holistic and proactive approach with a sense of urgency to get over the finish line. We created our Catalyst for Corporate Development program to help our clients transform their M&A programs.

## Our Approach. Proactive, Holistic or À la Carte.



**SOURCE.** *A Plan to Win.* We work with your team to design the strategy for a winning Corporate Development plan. We help answer the key questions: *What are my most pressing product/service gaps? How can I broaden the scope & scale of my offerings? Where are competitors advantaged? What assets are available?* We build the landscape of options in key vertical markets. Importantly, we then sync our approach with a well-articulated message to the target companies. Our best results are a 70% target response rate with an LOI in the first 60 days of engagement.



**EXECUTE.** *Get the Deal Done.* Our team can hand off the execution or we can jointly engage with our client teams to help drive negotiations and due diligence to close. We bring a team of seasoned veterans to facilitate your organization's due diligence, evaluation and governance reporting on a target. Our most effective teams realize a 45 day close post-LOI.

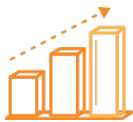


**INTEGRATE.** *Realize the Promise.* We know first hand the success of most transactions is found both within spreadsheet cells (synergies) and between the spreadsheet cells (culture) of the deal models. We can hand off integration or work with your team in pre-close integration planning so that post-close has a clear roadmap with accountabilities. *Success is measured in retention, synergy realization and referenceable executives that reinforce our clients' M&A brands in future sourcing.*



## Successful Outcomes

 Acquired  <small>CAPCO advised by: </small>	 Made an investment in  <small>DDI advised by: </small>	 Acquired  <small>SS&amp;C advised by: </small>	 Acquired  <small>LRES Corporation advised by: </small>	 Acquired  <small>MedSolutions advised by: </small>	 Acquired  <small>GlobalHR advised by: </small>
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## Empowering Private Equity Portfolio Companies

Our Corporate Development solution is particularly beneficial in sourcing acquisitions that range from \$10 million to \$100 million. These organizations are large enough to warrant a structured M&A program, but in many cases may have a small executive team feverishly trying to drive growth.



## Cross-Industry Perspective

Our experience in niche markets including Fintech, Human Capital Management and tech-enabled professional services provides a unique perspectives across industries. We challenge our clients to defend their strategies and business models in order to hone in on what makes their acquisition strategy truly differentiated from both competitors and outperformers in other markets.



## Proven Experience to Know What Works

Successful corporate development requires understanding how an acquisition fits into an organization's overall strategy, while also knowing where to unlock additional value or sidestep potential landmines. This is where our experience can make all the difference.

To learn more about how Catalyst for Corporate Development can bolster your strategic M&A program contact [vision@hvadvisors.com](mailto:vision@hvadvisors.com)

