



The Entrepreneur's Journey

Opportunities

TRANSACTION PROCESS MAP

	Development	Valuation	Diligence	Negotiation	Close	Integration
	INTEGRATION PLANNING IS AN IMPORTANT COMPONENT DURING EACH PHASE OF THE PROCESS. →					
Goal	Identify Qualified Targets	Discuss Acceptable Valuation Range	Confirm Valuation and Preliminary Transaction Structure; High-Level Risks	Finalize Transaction Structure and Terms	Finalize and Execute Transaction Documents	Seamless Integration of Target
Process	Informal Communications	Informal Discussion; Preliminary Info; Valuation Ranges	Document Requests; Review & Analysis; Management Interviews	Formal Negotiations	Sign Transaction Documents; Announce Transaction	Implement Integration Plan with Integration Team Direction
Documents	Confidentiality Agreement; Background Search	Preliminary Request; Indication of Interest or Letter of Intent	Due Diligence Checklist; Integration Roadmap	Transaction Documents	Transaction Documents; Regulatory Filings	Integration Roadmap
Players	Business Dev. Team; Executives; Integration Team; Outside Legal	Business Dev. Team; Outside Legal; Executives	Business Dev. Team; Due Diligence Team; Outside Legal	Business Dev. Team; Outside Legal; Executives	Business Dev. Team; Outside Legal; Executives	Executives; Integration Team
Output	Confidentiality Agreement	Indication of Interest or Letter of Intent	Diligence Report and Recommendations	Final Terms and Documents	Transaction Documents	Seamless Integration