

TRANSACTION ADVISORY SERVICES

GUIDING OUR CLIENTS THROUGH BUSINESS EVOLUTION



**Services from strategic
planning to closing
the deal and beyond.**

DOPKINS TRANSACTION ADVISORY SERVICES

For over 60 years, we've been fortunate to be the trusted professional advisors to clients of all sizes, across numerous industry sectors, with unique ownership structures and varying complexities. We take the trust placed in us seriously and know that raising capital, acquiring or selling a business is an important milestone—a moment when having a trusted advisor by your side is more important than ever.

Dopkins & Company provides a wide-range of transaction advisory services, including full scope merger and acquisition consulting and support, as well as consulting on a wide variety of other corporate transactions aimed at maximizing and protecting shareholder value. In addition to M&A activities, our transaction advisory services professionals help clients obtain debt and equity capital, value business interests, and strategically plan to grow and protect their investment.

>> While “what” we do for clients is of utmost importance, we believe “how we serve” is equally important and truly sets us apart. As embodied in our One-Firm culture, we are committed to bringing the best of our firm to every engagement – **a multidisciplinary team that will be with you, meeting your needs from preliminary transaction strategy to the deal closing and beyond.**

OUR SOLUTION

Whether selling or buying a business, it is important to have an experienced professional advisor on your side. We offer a full suite of both Sell and Buy-Side M&A services. Significant Transactions often give rise to related issues including:



BUSINESS
VALUATION



STRATEGIC
PLANNING



ACCESSING
CAPITAL



TAX STRUCTURING &
COMPLIANCE



INTERNAL CONTROLS
DESIGN & INTEGRATION



OUTSOURCED
ACCOUNTING SERVICES

WHO NEEDS THESE SERVICES?

- Entities contemplating a sale or division spin-off
- Entities looking for acquisition opportunities
- Entities seeking capital for expansion
- Entities looking for strategic planning

BENEFITS TO OUR CLIENTS

- Access to expert advice
- Working with a trusted advisor who has been there before
- Fully considering the strategic, financial, tax and operational implications of a major change
- A firm with the depth to meet your needs now and in the future and a respected reputation earned over 60 years

DOPKINS TRANSACTION ADVISORY SERVICES

SELL SIDE M&A

- Planning and preparation
- Industry research
- Deal structuring
- Tax planning and strategy
- Coordinating due diligence
- Post closing assistance
- Definitive agreement assistance
- Post-transaction financial planning / wealth management

BUY SIDE M&A

- Pre-acquisition planning
- Risk assessment
- Financial modeling
- Tax planning and strategy
- Due diligence
- Quality of earnings reports
- Internal control / IT assessment
- Deal structuring
- Review of capital structures
- Securing financing
- Definitive agreement assistance
- Target integration

SECURING CAPITAL AND FINANCING

- Business plans
- Financial modeling and analysis
- Review of capital structures
- Identification of capital sources
- Introduction to capital providers
- Deal structuring

VALUATION SERVICES

- M&A transactions
- Stock options
- Purchase price allocation
- Valuing intellectual property
- Shareholder disputes
- Buy/sell agreements
- Succession / Estate planning
- Valuing a subject interest
- Tax matters (gifts, sub S, etc.)

STAFFING & ACCOUNTING SERVICES

- Project management
- M&A advisory
- Due diligence
- Financial modeling
- Valuation
- IT assessments
- Outsourced accounting
- Internal audit
- Tax compliance

TAX SERVICES

- Tax structure
- Accounting method review
- NOL carryover evaluation
- Compliance review
- State and local tax analysis
- Depreciation review
- Purchase price allocation
- Transaction modeling support
- Shareholder/owner tax planning

INDUSTRIES SERVED:

- Auto Dealerships
- Charities and Tax Exempt Organizations
- Construction
- Employee Benefit Plans
- Financial Services
- Family Owned Businesses
- Food and Agri-Business
- Health Care/Medical Industry
- Insurance Companies
- Information Technology Security
- Life Sciences
- Manufacturing/Wholesale Distribution
- Real Estate Developers
- Wineries, Craft Beer and Spirits

YOUR TEAM

FOR MORE INFORMATION ABOUT DOPKINS TRANSACTION ADVISORY SERVICES, PLEASE CONTACT:



Thomas J. Emmerling, PhD, CFA, CVA

Partner, Dopkins Capital Advisors
tjemmerling@dopkins.com

As the Partner-in-charge of Dopkins Capital Advisors, Tom counsels clients across a wide variety of industries in their strategic planning and execution of divestiture transactions. His proactive approach aids clients in the complex and often lengthy process as they prepare to transition their businesses to new ownership.



Brendan P. Brady, CPA, CVA

Director, Assurance Services Group
bbrady@dopkins.com

Brendan leads assurance engagements as well as internal control projects in a wide range of industries. He spends a significant portion of his practice on transactional advisory consulting services for privately held and family-owned business.



Nicholas Fiume, CPA

Partner, Assurance Services Group
nfiume@dopkins.com

Nick provides assurance and consulting services to clients from a diverse mix of industries, including health care providers, hospitals, health and life insurance, charities and tax exempt organizations, manufacturing and financial services. Experienced in buy and sell side due diligence, Nick is ready to help clients as their businesses evolve.



Bart F. McGloin, CPA, CFE

Partner, Assurance Services Group
bmcgloin@dopkins.com

Bart serves as the partner-in-charge of the Firm's Assurance Services Group. He specializes in forensic accounting matters including fraud and embezzlement cases, litigation support services, and fraud prevention techniques.



Andrew J. Reading, CPA

Partner, Assurance Services Group
areading@dopkins.com

Andy is a seasoned financial services professional with experience auditing financial systems, programs and processes for clients from a diverse range of industries. As a leader of the Firm's Risk Advisory Services Team, he oversees the design, execution, and implementation of client risk assessment and audit plans.



Gregory J. Urban, CPA, CVA

Partner, Tax Advisory Group
gurban@dopkins.com

Greg's main focus is on providing tax consulting, compliance and valuation services to privately held businesses and their owners. He has extensive experience advising clients on complex tax compliance issues, including tax credit optimization, mergers and acquisitions. In addition, Greg performs and consults on a variety of business valuation engagements, including valuations relating to transfer tax issues and purchase price allocation issues.