Critical Insight and Analysis to Support Deal Success

Each transaction brings its own set of potential exposures to both buyers and sellers. Whether your proposed deal is strategic or financial in nature, it’s essential that you uncover the accounting, tax and IT information critical to the transaction and identify items of importance so you can act with confidence during negotiations.

With a unique blend of investigative, analytic and financial skills, The MFA Companies’ professionals focus on the facts, trends, behaviors and risks that are critical to the success of your deal. Our due diligence services for buyers provide a full picture of the target business including any risks related to corporate governance, financial reporting and the accounting environment in general. And for companies contemplating the sale of their business, our “self-due diligence” services provide a fair and objective assessment of your company prior to going to market.

How MFA Can Help

**Financial Due Diligence**
Verify the financial results on which an offer is based and establish an understanding of the underlying performance of the organization

**Tax Due Diligence**
Gain an understanding of the tax implications of a proposed deal and determine the deal’s optimal tax structure as well as identify tax risks and opportunities

**IT Due Diligence**
Assess the issues and financial implications of the organization’s technical environment

**Retirement Plan Due Diligence**
Review the organization’s retirement plan offerings to mitigate post-transaction issues and fiduciary risk
Due Diligence

What MFA’s Due Diligence Services Can Do For You

Buyers:

• Attain a level of confidence in your understanding of the underlying performance of a target organization through careful financial review and analysis

• Identify tax implications – both opportunities and exposures – that could impact negotiations and ultimately, deal value

• Reveal potential issues and financial implications associated with information technology, including the merging of technical environments, to avoid complicated transition initiatives

• Mitigate post-transaction issues and risk, particularly those associated with often overlooked breaches within retirement plan administration

Sellers:

• Obtain an objective assessment of the condition of the business

• Provide opportunity to mitigate and/or remediate issues before taking the business to market

• Achieve a better position from which to manage the due diligence phase of the transaction

• Minimize surprises when the buyer conducts their due diligence

• Anticipate buyer objections and be in a better position to diffuse them

• Gain an understanding of the tax implications of a proposed deal

• Determine the deal’s optimal tax structure