

## **'Acquire'**

### **Acquisition Support Driven Towards Business Success**

At Vanguard, we know that growth through acquisitions is an important part of their strategy for business success for many of our clients. We believe that we are perfectly positioned within the market to provide the support our client needs, with our dedicated team working directly with them to identify the right opportunity to meet their key business objectives and then assist in every aspect of the acquisition process.

The 'Acquire' service is a structured approach offering, which enables us to tailor our approach to the specific needs of each client.

The two key stage elements of the Acquire service are Acquisition Alert and Proactive Search.

#### **Acquisition Alert**

Each week we receive from other advisers, notifications relating to a wide range of businesses which are available for sale. For clients who subscribe to our Alert Service we will:

- Search through these notices to identify opportunities which fit the specific criteria they have given to us;
- Contact them immediately when we see an opportunity which looks like a great fit;
- Arrange Non Disclosure Agreements, if required, in order to obtain more detailed information.
- Assist with the evaluation of each opportunity against their strategic objectives.

#### **Proactive Search**

Our Proactive Search Service is designed to "flush out" potential sellers who have consulted their advisers, but not yet committed to a sale. We have found there to be a significant number of business owners in this position and this approach has proved to be highly productive, for several of our clients over the last year.

If you ask us to provide this service we will:

- Prepare a circular based on your key acquisition criteria to circulate to our network of several hundred other corporate finance advisers, accountants and lawyers, asking them to respond if they have a client who meets the criteria and may be interested in selling;
- Filter the response and obtain further information on those which look to meet our clients requirements;
- Provide a regular update and progress review.

Once an appropriate target is identified through either route we can provide experienced support with all aspects of the deal management process from initial valuation through to completion of the purchase.

For further assistance on the completion of an acquisition, Vanguard offers a further 'Deal Management Support' package once the target has been identified through the 'Acquire' service process.

**For a free initial discussion on the funding requirements of your business call Brian McCann on 0151 705 3520.**



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