

Acquisition Consulting Services

Why Choose EdgeStone?

EdgeStone's expertise positions us to provide an intelligent, in depth and independent assessment of your potential acquisition target.

We focus on all aspects of the business model – historic and projected financial performance, customer perceptions and assessments, sales and market assessment, financial systems review and Human Resources compliance assessment to give you a complete integrated picture of your acquisition target.

The end result is that we provide a complete picture of your acquisition target, and a specific list of recommendations to help you integrate your acquisition in a timely and efficient manner.

We provide an independent assessment you can trust.

Key Benefits of the EdgeStone Service

Based on our extensive experience in running and acquiring technology based companies, EdgeStone recognizes that timely and independent assessments of your acquisition target are critical to your success.

We understand the time sensitivity of the due diligence phase of the acquisition. We employ a structured process, have a comprehensive checklist, and can deploy an experienced team shortly after the engagement letter is signed.

Our team has extensive experience in operations, finance, sales and human resources. You can engage us to help you manage the entire due diligence process or consult on a single, focused issue.

EdgeStone Consulting is a woman owned business certified in the State of New Jersey.

We Offer the Following Acquisition Services:

Financial System Review

- Perform a detailed review of the target's financial reporting system and provide detailed recommendations for improvement.

Business Plan Review

- Review detailed business plan for the target company. This includes providing market assessment, competitive analysis, detailed financial projections, and how the target will be integrated into your company.

Financial Assessment

- Review organizational structure and workflow and provide specific recommendations to optimize performance.
- Review cost structure and provide specific recommendations to improve the bottom line of the acquisition candidate.

Cash Flow Improvement

- Are the people who can make an impact in collecting the receivables getting the information they need in a timely fashion? We can review the current system and recommend areas for improvement.
- Review A/R aging and identify problem receivables and their potential effect of the company's financial statements.

Human Resource Assessment

- Review existing policies for compliance.
- Review Affirmative Action Plan.
- Provide an assessment of company's EEOC compliance.
- Review your systems for compatibility and provide specific recommendations for improvement.
- Review of existing compensation system.
- Identification and review of Employment and Severance agreements.

Benefits Consulting

- Review benefit structure and identify areas for improvement and/ or cost savings.
- Provide comparison of target company's benefit structure with your company's plan.
- Review current 401(k) plan and identify areas for improvement.

Due Diligence Planning and Implementation

- Provide detailed due diligence information checklist to target.
- Work with target company to assure that proper information is provided.

Contract Review

- Review major contracts with emphasis on:
 - Revenue recognition
 - Past performance
 - Revenue and profit forecast
 - Detailed review of fixed price contracts
 - Contract liabilities and risks
 - Contract receivables
- Review of all leases
- Review of target company's Intellectual Property, Trademarks and Patents.

Financial Forecast Analysis

- Review target company's detailed forecast by project customer and identify key assumptions and risk areas.
- Identify "Base Case" conservative forecast of revenue and profit.
- Provide an assessment of target company's backlog.
- Identify areas of potential growth after the acquisition is completed.

Sales and Marketing Assessment

- Review of new business pipeline/ key identified targets.
- Review of proposals submitted, win/loss rates.
- Evaluate Management Team competencies.

Customer Quality Review

- Conduct confidential interviews with key and primary customers focusing on:
 - Duration of relationship
 - Past and current performance
 - Probability of future work

Contact Information

For a confidential discussion on your specific needs, please call our corporate headquarters in Princeton, NJ:

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