大成 DENTONS

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

© 2021 Dentons. Dentons is a global legal practice providing client services worldwide through its member firms and affiliates. This publication is not designed to provide legal or other advice and you should not take, or refrain from taking, action based on its content. Please see dentons.com for Legal Notices. CSBrand-56900-Entrepreneur's-Journey-Transaction-Process-Flyer_02 — 07/05/2021