

Project Summary – Sell-side M&A Project Manager

Project Type:

M&A Project Management

Sector:

Financial services,
Technology

Company Size:

<£10M

Client Level:

CEO, CFO

Background:

The owners of this “Fintech” business had given a mandate to M&A advisors to market the business in a competitive sale process. Management was struggling badly to balance the demands of supporting the transaction whilst at the same time manage a growing business. Consequently, information was not being provided to advisors, the transaction process was being frustrated and the sale timetable was in jeopardy.

Graham Hart of Isagon Associates was introduced to the owners of the company by the M&A advisors

The Brief:

“Engaged by the owners of the company to be the interim in-house Project Manager for the sale of the business and the central point of contact embedded in the business for all external advisors. To unlock and facilitate the sourcing and transfer of information and data needed for the preparation of sale material (Information Memorandum, Management Presentation, Vendor Due Diligence), source and transfer information for the set-up of a Virtual Data Room and Co-ordinate responses to due diligence Q&A”

Outcome:

- Relieving Management of the immediate burden of receiving and processing external requests for information was the number one priority to get information flowing. Quickly established credibility with a grateful Management team
- Kick-started the process to get information flowing to the M&A advisors and the business marketing process back on track
- Information Memorandum and Management Presentation were produced and delivered according to sale timetable
- Identified potential “problem areas” likely to arise during due diligence from missing or incomplete documentation. Instigated processes to address
- Added value by applying knowledge of tech sector M&A to identify and address matters related to IP
- Created an internal electronic document warehouse according to Data Room index, sourced and then transferred securely to external lawyers all documents needed to set-up and maintain Virtual Data Room
- Co-ordinated and processed management’s written responses to all due diligence Q&A from Bidders and their professional advisors
- Provided information and support to lawyers in their drafting of SPA
- The sale of this business was completed successfully to satisfaction of owners. Hiring an interim Project Manager proved to be a “win” for all parties involved.