



**M&A Scan
and Identification**
Example deliverable

Team identified 30 companies in the XX universe

Universe of XX

#	Company Name	Year Founded	Location (HQ)	Website	Business Description	Additional information
[Redacted content]						

Key insights

- ~40% of companies had XXX
- If a company had an XX, certification, they also had YYY
- *ZZZZZ*

Full list of companies in appendix

The team used 5 “must-have” filters to identify a smaller group of high-potential potential acquisitions

Criteria

Overview

Services offered

- Company offers full or near full set of services including the following: <list of key services>

XX program

- Company has a XX program with YYY

Ability to do basic sourcing

- Must be able to source 95%+ of required parts

Ability to do services in-house

- Completes 50% or more of their services in-house (i.e., adds value beyond basic brokering))

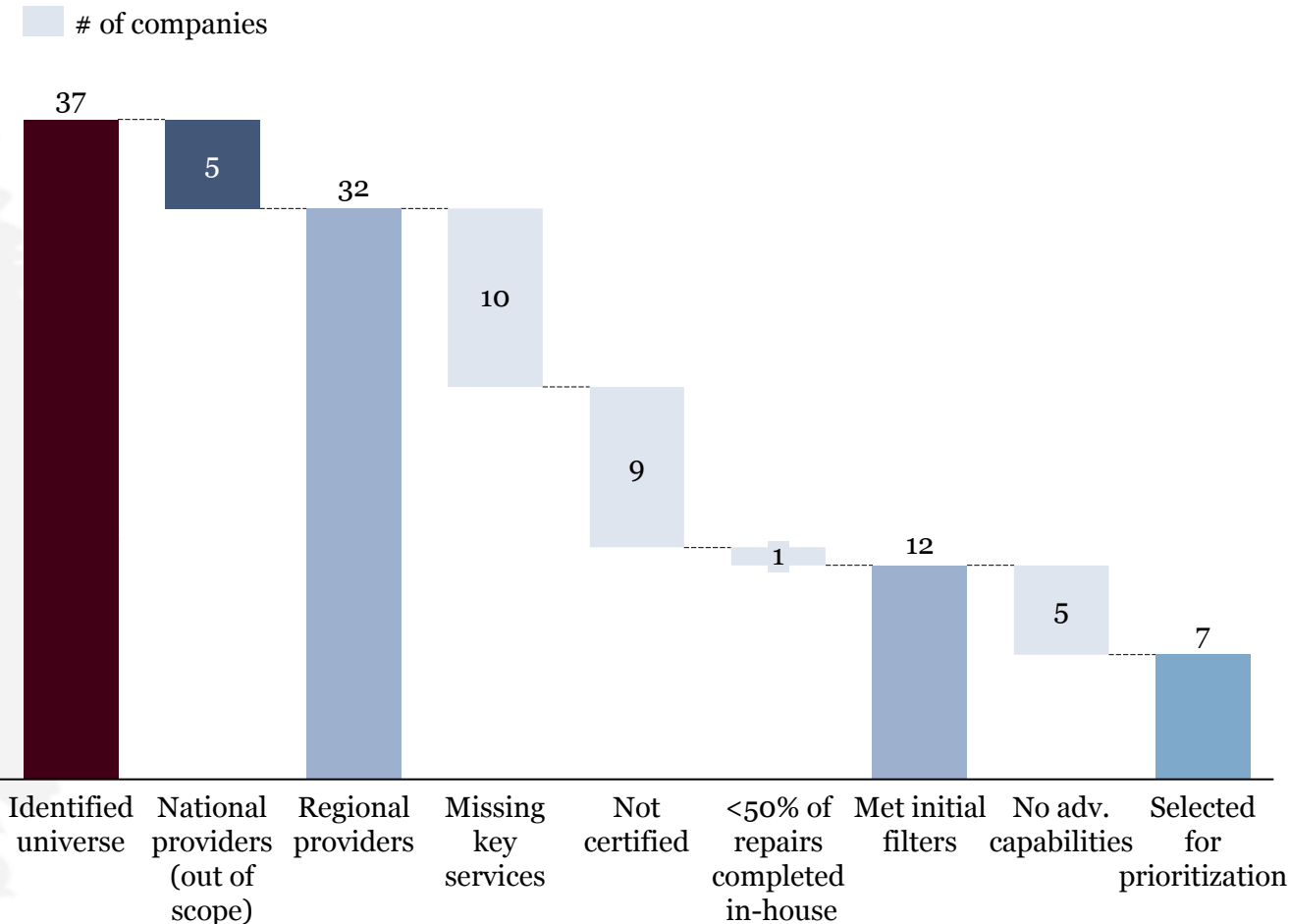
Certification

- Company is, or is in process of becoming, ZZ certified



Prioritization of universe of companies based on must-have filters

Prioritization of universe of companies based on must-have filters (# of companies)



Key insights

- ~40% of companies had XX
- For companies with a “near full” set of services, the common ones missing are XXX



The team evaluated the top 7 companies against 3 key prioritization criteria

Criteria	Sub-Criteria	Key Question	Scoring Metric (Obj.: 4/4)
Employee capability	<input type="checkbox"/> Employee training	<input type="checkbox"/> Have the company's employees been trained at a top company?	<input type="checkbox"/> Percentage of employees or owners with previous experience at a top company: <ol style="list-style-type: none"> 1. None 2. Some (<50%) 3. Significant (>50%) 4. All
	<input type="checkbox"/> Employee experience	<input type="checkbox"/> What is the avg. years of experience for employees?	<input type="checkbox"/> Avg. employee experience: <ol style="list-style-type: none"> 1. Very limited (<1 yr) 2. Limited (1-3 yrs) 3. Some (3-5 yrs) 4. Substantial (5+ yrs)
Company size	<input type="checkbox"/> Company size	<input type="checkbox"/> What is company's annual top-line revenue?	<input type="checkbox"/> Annual top-line revenue: <ol style="list-style-type: none"> 1. <\$2.5M or >\$20M 2. \$2.5M - \$5M or \$10M - \$20M 3. \$2.5M - \$5M with growth pot. 4. \$5M - \$10M
Geography	<input type="checkbox"/> Geography	<input type="checkbox"/> To what extent does the company's geographic coverage area overlap with XX?	<input type="checkbox"/> Percentage overlap with existing client geography: <ol style="list-style-type: none"> 1. Complete overlap (NY only) 2. >50% overlap (mostly NY) 3. <50% overlap (some NY service) 3. No overlap (does not serve NY)



The team prioritized 6 acq. options based on their criteria scores

Company	Employee capability	Company size	Geography	Total score
<Option 1>				
<Option 2>				
<Option 3>				
<Option 4>				
<Option 5>				
<Option 6>				
<Option 7>				



Option #1 Overview: <Target Name>

Overview			
A XX-based company with extensive service offers that has completed 10K+ deliveries			
Year Founded:	20YY	Headquarters:	YY
Est. Annual Revenue:	\$XM	States Served at Facility:	All
Est. Num. Employees:	Y	States Served Digitally:	TX

Capacity and Metrics			
Avg. Employee Experience:	10+ yrs	Est. % of Services Completed In-House:	100%
XX Program:	√	YYYY	-
Certification:	In process of acquiring	ZZZZZZZZZZZ:	- Minor: 24-48 hrs - Major: 2-5 days

Prioritization Criteria				
Score: 16.5 / 20 Rank: 1				
Tech Capacity	Capability 1	Capability 2	Company Size	Geography

Services			
(√ = Yes, ~ = Some, - = No)			
<Key service>	√	<Key service>	√
<Key service>	√	<Key service>	√
<Key service>	√	<Key service>	~
<Key service>	√	<Key service>	~
<Key service>	√	<Key service>	√
<Key service>	√	<Key service>	√
Additional Services: XX			

High Level Observations
XX brings deep experience and capability to a near-target size company with little geographic overlap with YY. They are willing to work with their clients to XXXX.