



# Fletcher/CSI

Better Decisions Through Insightful Intelligence<sup>SM</sup>



## M & A Targeting and Due Diligence

Mergers and acquisitions are critical components in driving growth to meet strategic goals. Through in-depth research and analysis, Fletcher/CSI's team of experienced consultants can provide you with a thorough understanding of the market landscape driving target selection, target profiles, target valuation, and due diligence needed to close the final merger or acquisition.

### Market & Landscape Understanding

Understanding the market and business landscape is essential to building a finite list of targets for partnering, licensing, or acquisition in accordance to your company's need. Fletcher/CSI's highly rated research and analysis team will collect secondary data, conduct appropriate primary research, and provide you with a thorough analysis and understanding of the landscape. From there, a target list of potential candidates can be compiled for consideration.

### Target Review, Valuation & Due Diligence

Choosing the right partner or acquisition target to supplement your own M & A efforts can be a complicated endeavor. Fletcher/CSI's industry, business, and category experts will work closely with your team to build profiles of all relevant targets for review and prioritization. Our M & A team will then help you value the candidates that best fit your criteria. And finally, our team will help you through the due diligence process to ensure you make the best decision.

### Organizational Alignment

Many companies have groups that each follow different strategies in their efforts to partner, license, or acquire companies or technology. This misalignment increases cost and decreases short and long term growth. Fletcher/CSI's industry and business experts will provide you with systematic operational solutions that will build collaborative internal networks, improve decision making, and help align all functions to the overarching corporate strategies.

**You can find more information on this and additional Fletcher/CSI Client Solutions on our website or you can contact us by phone or email, noted below.**

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