



Kaulkin Ginsberg is the most experienced advisor to the Accounts Receivable Management Industry

BUYER REPRESENTATION

Whether you are a first time buyer implementing your growth strategy or an experienced buyer of businesses, Kaulkin Ginsberg's advice, expertise, and information assures that you will complete the best transaction possible.

A Proven Process That Assures Success

Our team of experts will assist you to develop and implement an effective acquisition strategy. Initially, we will:

1. Assist in defining your acquisition criteria,
2. Determine your financial ability to consummate an acquisition and, if necessary, assist in securing the financing that will be needed, and
3. Develop a target list of seller candidates to pursue, using our industry knowledge, unparalleled relationships and proprietary databases of companies.

Once our acquisition strategy is in place, we will begin our effort to generate deal flow. We will:

4. Communicate with target companies to educate them about the opportunity and determine their level of interest in a sale,
5. Gather and analyze all relevant information to enable you to make informed decisions,
6. Buffer you from direct negotiations to assure that strong relationships will be maintained between you and the seller, and
7. Participate in all valuation and/or transaction discussions, as well as due diligence efforts as needed, to see your transaction to a satisfactory conclusion.

Once the desired platform company is created, Kaulkin Ginsberg is available to provide strategic advisory services and can assist in identifying desirable add-on acquisitions, following a strategy similar to the one described.

"Kaulkin Ginsberg helped West develop its approach to acquiring a business in the accounts receivable management business. They moved quickly to understand our specific acquisition criteria and then identified the universe of potential acquisition partners."

Kaulkin Ginsberg is a credible presence in the industry and this facilitated introductions to the decision makers in the companies that made the most sense as acquisition partners."

Rob Johnson, Former Executive Vice President Strategic Business Development, West Corporation

"Thank you for your help in our successful acquisition of Alliance One, Inc. Your assistance in searching, analyzing, and presenting to Teleperformance opportunities that are suitable to our rigid requirements of target companies has been greatly appreciated. We are pleased that we entrusted your firm to assist us and truly appreciate the professionalism maintained throughout."

Daniel Julien, CEO, Teleperformance