



Business Owner Solutions Overview

WHY CHOOSE US?

The Baird Business Owner Solutions team brings a wealth of experience to help business owners navigate their unique transition challenges. They manage a focused process to ensure a business transition meets the terms and goals of our clients.

Whether you need a succession plan, perspective on valuation, or in-depth advice regarding a sale, purchase, or other transition, our Business Owner Solutions team can assist in developing the appropriate structure, value-enhancement strategy, and timely execution for any project.

SERVICES

Our Business Owner Solutions team works with small to medium-sized business owners and corporate executives to assist them with their exit planning and transitional needs.

Services include:

- Business Transitions
- Value and Marketability Assessment
- Mergers and Acquisitions

CLIENTS AND INDUSTRIES

Our clients are lower-middle-market and emerging growth companies. Often, these are closely held or family-owned businesses, and we have advised owners across a diverse spectrum of industries including:

- Manufacturing
- Distribution
- Business Services
- Consumer Products
- Financial Services
- Healthcare
- IT/Software
- Media
- Food and Beverage
- Technology Services

BUSINESS OWNER SOLUTIONS TEAM




Executing on the transition planning process early is critical, as these projects are long-term in nature. The team understands the complexities of family-owned and closely held businesses and will patiently work with you to facilitate a transition without interrupting operations.

Too often, business owners miss their best outcome by settling for suboptimal, one-off transactions with a single buyer. The key to achieving the most desirable result is creating a competitive process to ensure both the best terms and the best cultural fit for the business and its employees.

With 100+ years of collective experience, our team guides you through every stage of the transition process.

Learn more at BairdBizOwnerSolutions.com.

RECENT M&A TRANSACTIONS

<p>HEALTHCARE</p>  <p>DIGESTIVE HEALTH SPECIALISTS, P.A.</p> <p>has been acquired by</p>  <p>OneGI</p> <p>a portfolio company of</p>  <p>Webster Equity Partners</p> <p>SELL-SIDE ADVISOR</p>	<p>MANUFACTURING</p>  <p>fiberguide Industries</p> <p>THE FIBER OPTIC SOLUTIONS COMPANY</p> <p>a subsidiary of</p>  <p>Halma</p> <p>has been acquired by</p>  <p>molex®</p> <p>SELL-SIDE ADVISOR</p>	<p>MANUFACTURING</p>  <p>ERL</p> <p>ELECTROMECHANICAL RESEARCH LABORATORIES, INC.</p> <p>has been acquired by</p>  <p>CAPITALWORKS</p> <p>SELL-SIDE ADVISOR</p>	<p>BUSINESS SERVICES</p>  <p>Alliant Integrators, Inc.</p> <p>has been acquired by</p>  <p>ADT Commercial</p> <p>SELL-SIDE ADVISOR</p>
<p>BUSINESS SERVICES</p>  <p>BARRICADES UNLIMITED</p> <p>has been acquired by</p>  <p>Blue Sage Capital</p> <p>SELL-SIDE ADVISOR</p>	<p>BUSINESS SERVICES</p>  <p>EXCEL APPARATUS SERVICES, INC.</p> <p>We Sell Service & We Service What We Sell!</p> <p>has been acquired by</p>  <p>IPS INTEGRATED POWER SERVICES</p> <p>SELL-SIDE ADVISOR</p>	<p>MANUFACTURING</p>  <p>alpha INTEGRATION</p> <p>has been acquired by</p>  <p>TOOLINGTECH GROUP</p> <p>a portfolio company of</p>  <p>GenNx360</p> <p>SELL-SIDE ADVISOR</p>	<p>MEDIA</p>  <p>BD NY</p> <p>A BOUTIQUE DESIGN TRADE FAIR and related assets</p> <p>have been acquired by</p>  <p>EMERALD® EXPOSITIONS</p> <p>SELL-SIDE ADVISOR</p>

CONTACT INFORMATION

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