

Acquisition search services



Who is it for?

Clients interested in identifying and acquiring potential targets, either passively or proactively.



How we can help

We provide general acquisition advice and help tailoring the acquisition brief, then either:

Passive acquisition support

- Circulate the acquisition brief amongst our contact network including: Prime Global firms, Lawyers, Banks, Venture Capitalist houses and relevant brokers; we would agree with you all parties we would circulate the brief to in advance.
- Utilise our access to financial databases to identify possible targets who are currently marketing themselves for sale.
- We would continue to give on-going consideration to potential targets on a passive basis.
- We would make enquiries of targets in our direct network

Proactive acquisition support

- Research potential targets and provide headline business and financial details as a basis for assessment for a pre-agreed number of businesses to consider. NB. We cannot search for businesses outside of the UK.
- Prepare a finite list and overview of potential acquisition targets.
- Discuss all the targets identified, further refine the list and agree the method of approach on an individual basis.
- Initial confidential approach through a combination of postal, telephone and/or email communication, depending on the number of potential targets. All responses would be collated and presented for your review.

Target contact

- Put in place confidentiality agreements between ourselves, as your agent, and each target open to an approach.
- Arrangement of an initial meeting between you and the target where we would request supplementary financial information to that which is publicly available. With this we can assess the likely value and suitability of the business to you.
- We would look to meet with a shortlist of preferred target businesses to confirm suitability prior to any detailed negotiations.

Acquisition negotiation

- Assist in the preparation of an offer letter to submit to the vendor; this letter would detail the sources of finance, any conditions precedent and your timetable.
- Negotiations as required to minimise your acquisition price.
- Upon acceptance of an offer, negotiation of Heads of Terms, setting out the basis of the deal, covering all the main commercial points. The signed Heads of Terms form the basis of the sale and purchase agreement which will largely be the remit of your lawyers.

Ongoing services

- Advice and assistance as appropriate throughout the process, which may include the provision of financial due diligence services.
- Advice on the tax structuring to set up the appropriate vehicle to minimise the tax burden to you on an ongoing basis.
- Advice on additional financing for the acquisition and project management services through to completion.



Get in touch

We have experienced and specialist professionals who not only understand your sector, will learn your specific needs and tailor their skills to deliver the solution you need. Contact us: enquiries@buzzacott.co.uk.