

Acquisition Search (AS)



Up to 90% of all M&A deals fail to meet the acquirer's expectations! SAL's Acquisition Search service uses a practical methodology to identify appropriate potential acquisitions/partners at the outset of the M&A process.

Why do so many M&A deals disappoint?

We believe a key reason is that technical and operational congruence are as important as all other measures of corporate "fit" in the identification of a company's future partners. Financial matters are important but are not the only elements that are critical. When considering a potential acquisition do you ask ...

- Are your future technology roadmaps synchronised / sympathetic?
- Are you both operationally "in tune"?
- Do you share a similar customer base and focus?
- Are your cultures compatible?

Most importantly ... would you only ask your accountant or banker these questions?

Because strategic fit, integration, compatible culture and especially customer focus are some of the most important points to get right within the acquisition process these considerations should be paramount when starting to search for an acquisition or strategic partner.

SAL uses its international personal presence and expertise in technology scouting to search for partners from a technical and operational perspective as well as from a financial one. SAL searches for "Total Appropriateness". We are able to identify and filter potential companies wherever they may be located and present a small number of high potential introductions to you that will meet all your current and future requirements thus reducing your "wasted" internal filtering time.

