



# Key Steps to Propel Your IT Staffing Firm Through M&A

*A deep and detailed session on how to get started*



# Propelling Growth Through M&A

Today's session will offer guidance to Owners and Management in helping to better understand company growth through the Mergers & Acquisitions.

Our panel of Staffing Industry M&A veterans will give their “playbook” on how they counsel their clients on the buy-side of the staffing industry. They will take a deep and detailed dive into how to get started, what to look for in prospective sellers and what the process looks like during the buy cycle.



# Propelling Growth Through M&A

Looking at the Current M&A Marketplace

## Acquisition Strategies

- Identifying your strategy
- Why acquire
- What is your goal
- Intended Benefits
- What is the Final Outcome you expect to achieve

# Propelling Growth Through M&A

## Acquisition Strategies - continued

- “In for a penny, In for a pound”
- What are the common frustrations and dangers

# Propelling Growth Through M&A

## Search Strategies

- What is your search strategy
- Examining the various search options
- What are you up against in the current marketplace
- How will this impact your strategy
- Dealing with the frustration of higher offers and losing deals

# Propelling Growth Through M&A

## Target Evaluation

- Create an Evaluation Scorecard
  - Weigh factors and intangibles
- Revenue and Cost Synergies
  - How to be examined to help identify the right target
- Returning to the Scorecard
  - Closing Pro-Forma
  - How to and when to run Pro-Forma

# Propelling Growth Through M&A

Examples of M&A Deals That Were Both Positive and Negative

# Propelling Growth Through M&A

## Contact information:

Martin Borosko, Esq. & Staffing Practice Leader  
Becker LLC  
[mlborosko@becker.legal](mailto:mlborosko@becker.legal)  
973-251-8921

John C. Larson, Principal Consultant  
TechServe Alliances Corp.  
[larson@techservealliance.org](mailto:larson@techservealliance.org)  
941-228-8027

Jeremy Falendysz, Partner & Managing Director  
UHY Corporate Finance  
[jfalendysz@uhy-us.com](mailto:jfalendysz@uhy-us.com)  
248-355-0280

