

Atlanta's  
Technology Executives Roundtable  
June 16, 2020

Top 10 Issues for a Successful  
M&A Tech Deal (and how to  
achieve the highest valuation!)

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*Please hold until  
the session begins*

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Technology  
Executives  
Roundtable



Rob Pinataro  
President, Technology  
Executives Roundtable

CEO, Payspan, Inc.

Your Forum

Candid discussion

CEOs, CFOs & Investors

Subject Matter Experts

Complex leadership issues

Share, challenge & test ideas

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# Zoom Etiquette

--Please mute during presentations.

--Chat if you want to ask a question.

--We are recording for educational purposes; this is not specific legal, accounting or tax advice; consult your advisor



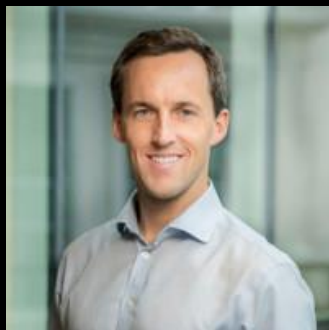
**MODERATOR:**  
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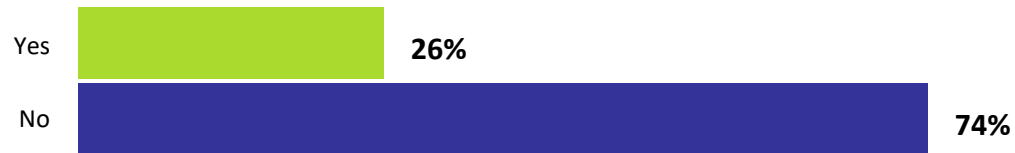
**Mike Whitacre**  
Partner  
Frazier & Deeter

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# Polls 1-2

1. Are you considering a sale of your company in the next 12 months?



2. Are you considering a capital raise in the next 12 months?



# Panel Discussion



What are you looking for in a company? For example, are there specific industries or verticals that are of particular interest to you now?

# Panel Discussion



Is now a good time to sell or start a process?



# Panel Discussion



## Valuation

- How does a PE come up with a valuation for an opportunity?
- What are the key metrics?
- What are the ‘gotchas’ that you see adversely impact valuation?
- Should the highest bidder always win?

# Panel Discussion

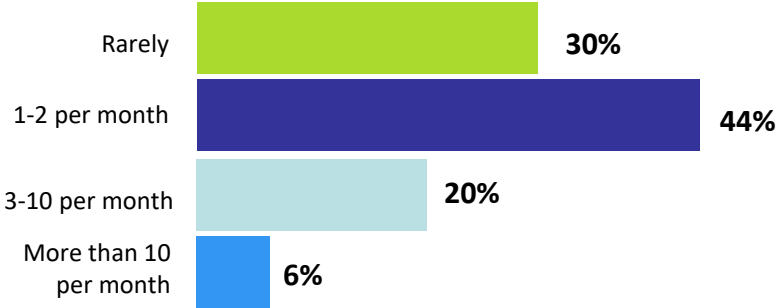


## What about the pandemic?

- Has it impacted valuation?
- Has it impacted deal volume/frequency? Do you see that changing any time soon?
- Has it impacted how you look at deals or the types of deals PEs strategics would consider?

# Polls 3

## 3. How often do you get calls from Private Equity and Venture Capital firms?



# Panel Discussion



At the beginning of the process, what should the company be doing to prepare?

# Panel Discussion



What are your thoughts on how the advisors can prepare the company at this point in the process?

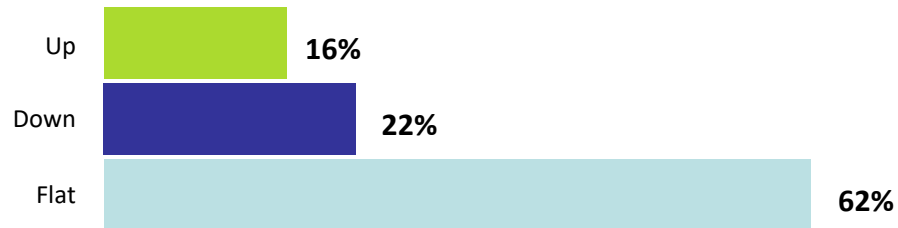
# Panel Discussion



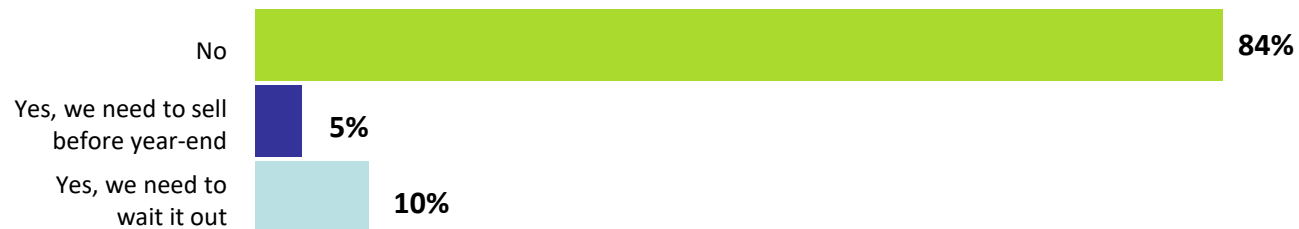
Once committed to a process, how long should it take to close a transaction?

# Polls 4-5

## 4. What do you think will happen with valuations in the next 12 months?



## 5. Does the fact that 2020 is a Presidential election year impact your decision to sell your company?



# Panel Discussion

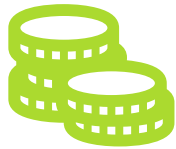


**What are your thoughts from the perspective of someone who helps with the financial Due Diligence?**

- QofE. Should the company get a QofE on its own? If so, does the Buyer rely on that or get its own?
- What is QofE?



# Panel Discussion



What sort of tax due diligence should a seller expect?

# Panel Discussion



## It's a marriage –

- What should I consider as I evaluate PE investors?
- How do I choose between a PE and a strategic buyer (assuming price is close)?

# Panel Discussion



- What is it like to work with PE post a transaction?

# Panel Discussion



- What is the value-add that I can expect PE to provide?

# Panelists Contact Information

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**July 21, 2020**