

# M&A Considerations for the Reseller Community

## A 1099Partners Workshop



### Benefits

- + Access to experts without the expense and commitment of a traditional consulting engagement or full-time employment.
- + Execution-oriented focus.
- + Workshops are customized to specific client needs.
- + Access to experts for follow on work, supervision, or implementation.
- + Deliverables are client intellectual property.

### 1099Partners M&A Considerations Workshop

Privately held resellers who are seeking an exit can benefit from this workshop which addresses the market dynamics of diminished valuations due to commodity hardware, Open Source, SAAS and Cloud Computing. This customized workshop addresses the options for increasing valuation as well as assisting in a transition. The session is designed for firms as a precursor to a formal investment banking process.

Topics typically include: creating an exit strategy, understanding what creates value to acquirers, a primer on valuation, accelerating growth before an exit, succession / transition planning, executive mentoring and coaching relative to a transaction.

The practice is led by an investment banker and former CTO of a Tier 1 financial firm who has planned and executed M&As for similar firms.

### About 1099Partners

1099Partners is a consortium of technology executives who have either transitioned from five day corporate roles or successfully exited from emerging technology firms. They are not "between job" consultants but individuals who are hands-on, execution-oriented personnel who wish to stay engaged with firms on a project basis. Access to the team is without employment commitments, complicated or expensive sourcing arrangements, or full time obligations such as benefits. Each 1099 individual Partner leads workshops in their area of expertise, can serve as interim staff, or provide network or local geographic personnel access for clients. Our executives provide expertise in either strategy sessions such as diligence, or serve in execution roles such as business development, sales, finance, marketing and similar functional needs.

### Other Popular 1099Partners Workshop Topics

- Bio-Engineering: IP regulatory challenges and partnerships
- Software/Hardware: Go-To-Market audit and strategic assessment
- Digital Strategy and Audit: Interactive health and competitive position
- Cloud Computing: Transitioning strategies for software suppliers; Implementation considerations for Enterprises
- Mainframe Negotiations: Alternatives for hardware and support
- Oracle/Sun:® Enterprise alternatives
- IP Code Review: Addressing current M&A standards
- State and Local Government: Business Leverage

These workshops range from 1-2 days and can be delivered on-site or interactively.

**For a complete listing of current offerings and expertise domains, or for more information, please email us today at [info@1099partners.com](mailto:info@1099partners.com).**

