M&A SERVICES

The acquisition of a company in the US offers new opportunities, but can also be one of the riskiest decisions companies make. As the official representative of German business in the US, GACC Midwest identifies potential strategic partners and contacts them confidentially as an independent advisor.

YOUR CHALLENGE

The search for an appropriate strategic M&A target firm in the USA is a complex process and can be a major challenge for a German company. Putting the technical and economic criteria aside, cultural differences also play a substantial role and must be considered before completing an acquisition. Because of geographic distance, transactions may be more time consuming compared to that of local transactions. In spite of that, in today’s fast-moving environment, fast decision-making remains key!

In order to perform an international M&A project, we commissioned GACC Midwest as a mediator to find a potential buyer for our iron and steel trading company. The GACC Midwest team immediately immersed themselves in the complex environment of the industry and acted in a goal-oriented and cost-conscious way to complete the project.

Detlef Brockel, Management, Ecotec Consulting GmbH
OURS APPROACH
The following steps will be taken to complete your successful M&A transaction:

- Development of a catalogue of requirements for the ideal target company
- Identification, analysis, and comparison of companies according to these criteria
- Anonymous and confidential outreach to decision makers of the target company and verification of company’s compatibility
- Building of trust between management and shareholders through conversations about company culture, objectives of the partnership etc.
- Optional: collection of annual financial reports and customer lists; i.e. advance inspection of the target company
- Organization of site visits and appointments with potential partners
- Optional: support through the due diligence process in cooperation with auditors and lawyers through the end of the M&A process

OURS SERVICES
In our role as advisor and mediator, we help to develop and execute strategies for successful acquisitions. Our focus is to help our clients find a seller or a buyer that provides a platform for future growth.

We focus not only on companies that have expressed an intention to sell, but also identify companies based on determined synergies and compatibility between both firms. Potential commonalities include: similar technology, complementary equipment and fixed assets, as well as a highly-skilled workforce knowing that these factors are crucial for the success of the consolidated firm. After this identification, our experienced project team gets in contact with the decision makers.

In our role as the official representative of German industry abroad, we can proceed from a neutral perspective but are still taken seriously by the contacted companies, thus sparking their interest.

OURS STRONG NETWORK
For more than 50 years, GACC Midwest has assisted German companies in meeting their US market entry needs. Our many years of experience and broad industry knowledge, combined with our vast membership network (including financial auditors, lawyers and financial institutions), enable us to identify the ideal candidate, and thereby contribute to your company’s long term success.

We are pleased to further support you after the M&A process in order to ensure a successful start to your business operations in the US. We also offer support when it comes to recruiting, matchmaking with potential business partners, and site selection for future growth.

Contact Information

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Get in touch with us today!