

# T3 ASSOCIATES LLC



## Summary of Recent Engagements

### **Strategic Acquisition:**

T3 was engaged by a midsize specialty converter in the Northeast to assist it in strategically growing its business by locating and acquiring a strategically complementary and easily integratable company.

Phase I focused on developing a short list of acquisition candidates on the basis of specific criteria. We conducted a targeted search, seeking the best strategic fits for our client, and narrowed down an initial list of more than 80 potential targets to three. Phase II involved analyzing the three targets and making recommendations to the client as to the best fit, how to value the target, and how to structure a bid for the company. After assisting in the negotiations, this phase concluded with the acceptance of a letter of intent. Our role in Phase III was to coordinate the transactional process for our client, providing support during due diligence, while advising our client during the contract writing and negotiating process, all the way through closing. Phase IV involved assisting in the integration of the acquisition, and providing consulting services around a structural reorganization of the entire business.

### **Divestiture of Non-Strategic Division:**

T3 was engaged by a company comprised of multiple business units to coordinate its divestiture of a single division, a midsize distributor of niche industrial products in the United States. This all-encompassing engagement included preparing the division for sale, creating the prospectus, and seeking potential strategic buyers who would pay a premium for what amounted to essentially a generic line of product, albeit with a blue-chip customer base. We successfully located just such a company, presented the acquisition opportunity, negotiated the price, and are in the process of assisting our client in the entire transactional process.

### **Business Strategy Development:**

T3 was engaged by a division of a Fortune 100 multi-faceted company to facilitate the development of a three year strategic plan at a summit of the company's top manufacturing, sales, and financial managers.

### **Company Divestiture:**

T3 Associates was engaged by the shareholders of a mid-market private manufacturing company to oversee the sale of the company. We began by preparing the business for sale through an extensive divestiture audit, and advising the shareholders on steps to take prior to bringing the company to market. We then produced the marketing prospectus and support documents, and conducted a focused search for strategic acquirer candidates. We were responsible for coordinating entire transaction, from initial presentation to prospective acquirers all the way to a successful closing of the transaction.

### **Business Assessment and Operational Survey:**

T3 was engaged by a unique technology company to analyze the company in its entirety and develop a two year plan to grow the business and position the company for a sale. We conducted an exhaustive three day site visit and operational survey, during which we conducted extensive interviews with top and middle management, as well as undertook a comprehensive financial analysis of the business. We then provided the client with an extensive analysis of each element, along with our recommendations for improvement and how to properly prepare the company to achieve the highest value upon selling.

### **Market Study:**

T3 was engaged by a Fortune 100 company to conduct a market study and analysis for the product management team of one of its staple products. To supplement standard research techniques, we developed a focused questionnaire, constructed a list of more than 50 key industry professionals, and conducted an exhaustive series of 20-30 minute telephone and in-person interviews. We integrated our findings from this survey with other industry research to produce a quantitative and qualitative analysis of the market. Our findings, analysis, and recommendations were presented to the client to be used to develop a new strategic plan.

### **Competitive Bid Advisory Services:**

T3 was engaged by a midsized packaging manufacturer to assist it in crafting and submitting its bid in response to an RFQ from one of America's leading food processors. We worked with top management to analyze costs and develop a unique pricing and rebate strategy to give our client its best chance at winning the bid. In addition, we assisted in the development of the client's live presentation of the bid before the prospect's strategic sourcing team.

### **Valuation and Fairness Opinion:**

T3 was engaged by a midsized label manufacturer to evaluate an offer it received to be acquired by another label company under private-equity ownership. We were asked to provide a valuation of our client's company, analyze the offer, and render our opinion as to the fairness of the offer. We were subsequently asked to advise the client on developing a counteroffer and to provide assistance in structuring the potential transaction to meet the client's financial and transitional objectives.

