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## GG&G News - Mergers & Acquisitions

### Coronavirus Update



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To all of our staff, clients, friends of the firm, and your families, we extend our wishes for good health and safety during this unprecedented time.

Gray, Gray & Gray leadership continues to closely monitor the information shared by the Centers for Disease Control and Prevention and State officials about the Coronavirus, and exercise necessary precautions.

At present, our offices remain open. We have prepared contingency plans in case additional restrictions on travel and public interactions are necessary. Fortunately, a large portion of our business can be conducted remotely, which will allow us to help keep staff safe while serving you. We are also asking those wishing to meet with our staff to

consider an alternative method of communication, such as phone or video conferencing.

We appreciate your patience and understanding during this unprecedented time.

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### Gray, Gray, & Gray Ranked Among Top New England Accounting Firms 2020



Gray, Gray & Gray, LLP, a business advisory and accounting firm based in Canton, MA, has been ranked as the ninth largest independent accounting firm in New England by *Accounting Today*, the accounting industry's leading publication. The annual rankings are based on firm revenues. Gray, Gray & Gray's annual revenues of \$22 million also places the firm fourth among Massachusetts-based firms.

Jim DeLeo, Leading Partner of Gray, Gray & Gray said, "We truly appreciate the trust and confidence our clients place in Gray, Gray & Gray to help them overcome their business challenges and create a strong financial future."

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## Mergers & Acquisitions

### Private Equity: Taking Companies to the Next Level

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**Private equity** is a force in merger and takeover activity. But this doesn't necessarily mean companies are being broken up and sold in pieces. In some cases, private equity groups invest in fundamentally sound businesses, with the goal of helping them grow over time, and then exit with a profit. If a business needs cash and operational expertise, but management wants to retain some ownership, private equity may be the answer.

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## Mergers & Acquisitions

### Testing the Waters Before Jumping In



**One often-cited** reason for mergers or acquisitions that fall through is concern over a culture clash between the two companies in the future. So while other due diligence factors focus on *quantitative* factors, one of the most important tasks that can be conducted prior to a union is a *qualitative* cultural evaluation. See how this type of examination might call attention to critical incompatibilities sooner rather than later.

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*Reuters.com - Wed, 18 Mar 2020 10:51:50 -0400*

### **Apple brings back 'scissor' keyboards in latest MacBook Air**

*Reuters.com - Wed, 18 Mar 2020 10:28:09 -0400*

### **Wall Street slumps, government bonds hammered as stimulus high fades**

*Reuters.com - Wed, 18 Mar 2020 10:25:46 -0400*

### **U.S. crude hits 18-year low as lockdowns spread**

*Reuters.com - Wed, 18 Mar 2020 10:23:48 -0400*

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