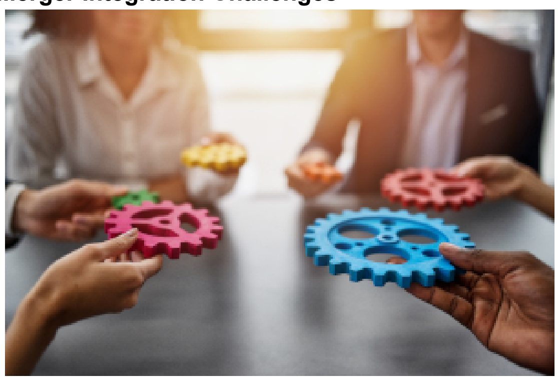
GG&G News - Mergers & Acquisitions

Merger Integration Challenges



In an overabundance of eagerness to get a deal done, some companies looking to make an acquisition in the M&A market might lose sight of the critical need to successfully integrate the new business post-merger. There are many challenges to be surmounted if that shining M&A deal is going to pay off in long-term growth and expanded market share. Planning for the post-merger integration should start with the first inkling of a deal and proceed in parallel with your due diligence and negotiation process. Here are four potential integration problems that could sour an acquisition if not addressed up front.

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Upcoming Virtual DealMakers Event - November 2020

Are you interested in joining us at our next DealMakers event on Tuesday, November 10th?

This event is designed to help you form crucial connections in the New England M&A market. M&A leaders will engage in a virtual roundtable discussion about marketplace dynamics, transactional trends and the lending environment, as well as pre-sale planning and tax planning. Plus, participants will have the opportunity to network virtually with other transaction-driven individuals.

Space is limited. If you or someone you know is interested in attending this merger and acquisition virtual networking event, or learning more about these events, please contact Derrick Rebello today.

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Can Merger Termination Fees be Currently Deducted?

When a proposed merger is called off, a termination or break-up fee is sometimes involved. It is paid by the party canceling the deal to compensate the other party for out-of-pocket expenses and lost opportunity costs. How is the payment handled for tax purposes? The IRS provided some guidance in one ruling.

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Due Diligence Considerations for Sellers

Just as buyers must conduct due diligence investigations, sellers must examine the parties interested in purchasing their businesses. These investigations must be more intensive if the transaction involves payments other than upfront cash. In this article, we provide a checklist of steps to consider in a tax-free organization

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