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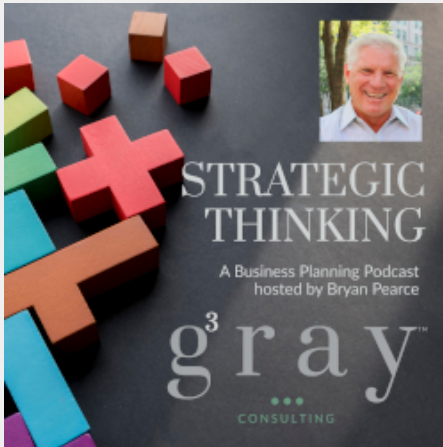


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## Gray, Gray & Gray News - Transaction Advisory Services

### Our Strategic Thinking from Gray, Gray & Gray podcast series continues!



In episode 3, host Bryan Pearce interviews John Cerulli, CEO of Acumentrics in Walpole, MA. Acumentrics has been a trusted market leader in critical power solutions used in military and commercial applications since 1994. John has over 25 years of experience in both financial and operational management in both public and private companies and is currently leading the strategic planning refresh for Acumentrics.

Click [here](#) to listen to the latest episode now to hear how John has strategically grown and expanded Acumentrics' business over the years to meet the changing power demands of their customers.

Be sure to check out other episodes in our podcast series [here](#).

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## Mergers & Acquisitions

### Get Ready for Due Diligence Long Before a Sale or Merger



**It doesn't matter** where you are in the life span of your business. If you plan to sell someday or merge with another business — even years from now — you need to begin getting ready for the due diligence process. In today's environment, the M&A process is very detailed. Here is a list of issues that your business may be asked to document. The sooner you start preparing, the better.

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## Mergers & Acquisitions

### Evaluate the Effects of Selling a Subsidiary or Division



**Your company may** want to sell a division or subsidiary. Keep in mind that shedding a part of your business can have widespread repercussions ranging from a change in the company's competitive advantage to a drop in employee morale. Here are some critical questions to answer if your company is planning to divest an operating unit.

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