



The Power of Collaboration

National Transaction Advisory Services
Consulting Experience at Regional Pricing.



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Gray, Gray & Gray News - Transaction Advisory Services

Gray, Gray & Gray and GraVoc Announce Cybersecurity Services Collaboration



[Gray, Gray & Gray](#) is elated to announce our partnership with [GraVoc Associates, Inc.](#), a Peabody-based technology consulting firm. The collaborative venture is designed to provide comprehensive cybersecurity services to organizations across all industry segments.

The alliance between Gray, Gray & Gray and GraVoc will provide the technological skills and resources to deliver a full slate of cybersecurity services. These services include risk assessment, disaster recovery/business continuity planning, security awareness training and testing, IT audit, penetration testing, as well as compliance and advisory services to help clients improve their security posture while meeting industry, state, federal, and international information security regulations and standards. [Click here to read the full press release.](#)

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New Strategic Thinking Podcast Episode! Bryan Pearce Interviews Nate Gravel of GraVoc



In episode 5 of our Strategic Thinking series, host Bryan Pearce, Director of Strategic Business Planning at Gray, Gray & Gray, interviews cybersecurity expert Nate Gravel of GraVoc Associates. Gray, Gray & Gray recently announced a collaborative venture with GraVoc Associates to provide comprehensive cybersecurity services to organizations across all industry segments. During this episode, Bryan and Nate discuss a variety of important topics relating to cybersecurity, including common risks, threats and misconceptions that middle market business owners should be aware of, how to test and assess a company's vulnerabilities, how to approach cybersecurity initiatives, and more.

[Click here to listen now.](#)

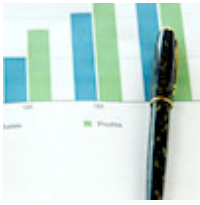
View other episodes in the series [here.](#)

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Mergers & Acquisitions

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 reorganization



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Mergers & Acquisitions

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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