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Gray, Gray & Gray News - Transaction Advisory Services

Less Than One Month Away! Are You Ready for the Smart Business Dealmakers Boston Conference?



As a proud sponsor, Gray, Gray & Gray invites you to next month's **2026 Smart Business Dealmakers Conference at The Westin Copley Place on March 5th**. This annual event brings together hundreds of local dealmakers — middle-market CEOs, PE and VC firms, lenders and service providers — for unparalleled networking and engaging panel discussions. Gray, Gray & Gray's Leading Partner, Jim DeLeo, and Partner, Rich Frizzell, will also be co-leading a session on preparing for a thoughtful exit. Use promo code **GRAY250** to save \$250 off registration. [Click HERE to register.](#)

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Service Spotlight: Gray Strategic Partners Investment Banking

Gray, Gray & Gray's suite of service offerings is built around the evolving needs of our clients and reflects our mission to be your complete and trusted business advisor. It is important to us that you are aware of the resources available to you through our affiliate, [Gray Strategic Partners](#), especially as your business grows and your needs change. With this in mind, we are pleased to introduce our latest "Service Spotlight" – Investment Banking!



Why M&A Lending Is Moving to Non-Bank Lenders

By: [Stephen R. Rusch](#) & [Erik Jensen](#), Managing Directors, Gray Strategic Partners

Non-bank lenders are aggressively capturing market share in the M&A world. In 2025, private equity transactions accounted for an estimated 30%-40% of global M&A deal value and approximately 55% in the Americas (predominantly the U.S.), according to PitchBook, which measures private equity participation based on announced transaction value. Read more [HERE](#).

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Mergers & Acquisitions

Private Equity: Taking Companies to the Next Level



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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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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