

## Deal and Negotiation Support

McGrathNicol Transaction Services Deal and Negotiation Support provides a range of services to support buyers and sellers of businesses in their deal and contract negotiations. Our transaction and forensic experts combine their deal and dispute resolution experience, accounting and financial reporting skills to help you either minimise the risk of, or resolve, post-closing disputes arising from these contractual provisions.

Sale and purchase agreements often contain contractual provisions that allow for the adjustment of the purchase price based on specific accounting-driven metrics such as net assets, net working capital, earn-out calculations and warranty and indemnity claims.

We provide your organisation with timely, independent assistance during all phases of deal negotiation.

McGrathNicol Transaction Services Deal and Negotiation Support:

- + advises on the structure of the purchase price adjustment mechanism;
- + identifies the scope of accounting warranties and indemnities;
- + recommends accounting principles for completion accounts;
- + identifies potential objections to the bid and / or completion accounts; and
- + supports negotiations in the post-closing adjustments.

For further information regarding Deal and Negotiation Support please contact:

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