



COLE ASSOCIATES CO-PRESENT SEMINAR ON THE EFFICIENCY OF THE DEAL PROCESS



Jeremy Cole (right) and Paul Ellaby present the seminar

Jeremy Cole, Partner at Manchester corporate finance boutique Cole Associates delivered a talk today at the Pro.Manchester Corporate Finance Sector Group's quarterly breakfast event, hosted at DAC Beachcroft's offices in Manchester.

Jeremy co-presented the seminar with Paul Ellaby, Partner at DAC Beachcroft. Their presentation, which was attended by 31 M&A professionals covered aspects of the deal process such as:

- Stages of the acquisition & sale process
- Transaction timescales: Factors affecting deal duration
- Why do some deals take longer than they used to?
- The importance of project management
- Who is responsible for project-managing the deal process?
- Which parts of the deal process typically suffer from delays?
- Technology: Help or hindrance?
- What can advisers do to minimise delays and make the process as efficient as possible?

Jeremy commented: "Despite advances in technology, the corporate acquisition & sale process remains fundamentally a human process, with timescales mainly determined by proper planning & preparation, communication and relationships built on trust and integrity. On all our client transactions we devote a great deal of time and effort to project-managing the activity of all the participants, which can number 40-plus, even on a fairly straightforward private-equity backed acquisition. I dislike the way e-mail is sometimes used as a substitute for picking up the phone or meeting face to face or via Skype to discuss and resolve issues."

For a full copy of the presentation slide deck, contact Jeremy on 0161 832 9945 or jeremyc@cole-group.co.uk