

2006 BOSTON EMERGING TECHNOLOGIES CONFERENCE



EXIT Strategies for Your Business

Planning Your Track to Success

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Tips To Maximize Value

Susan E. Pravda

Chair, Emerging Technologies Team

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Audit


- Required for Public Company Acquisition
- Protects Financial Positioning



Employee Incentives

- Encourages Strong Management Presentation
- Delivers Management to Buyer
- Protects Seller Post Closing





Restated Balance Sheets

- Present Company as Third Party Owned
- Provide for Best EBIT/DA Multiple



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Real Estate Issues

- Flexibility in Sale Structure
- Lease can add Post Closing Value
- Avoid/Minimize Environmental Deal Risk



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Estate Planning

- Minimize Tax Exposure
- Succession Planning
- Wealth Transfer



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IP Housekeeping

- Confidentiality Agreements
- TM/Patent Protection
- Work for Hire Agreements
- Right Record Ownership




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Proper Financial Structure

- Retained Earnings
- Borrowed Money



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Paint

- Appearance Counts



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