



NuVescor

M E R G E R S & A C Q U I S I T I O N S

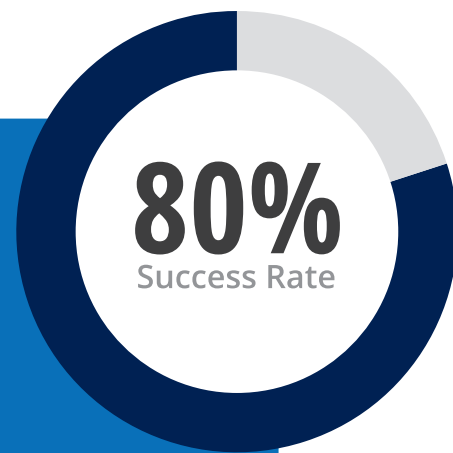


*Managing successful business
transitions for over a decade.*



At NuVescor, we're beating the odds. Industry stats show that only 25% of business transactions are successful. By implementing the exclusive Rua Transaction Process we've been able to turn that statistic upside down with a success rate of over 80%. Whether you're considering buying or selling, put us to work for you and experience the NuVescor difference.*

*The Business Reference Guide, 15th Edition by Tom West



For over a decade, NuVescor has been a leader in the Mergers & Acquisitions industry in Michigan. With years of experience and a proven process, our team delivers excellent results, whether you want to buy or sell a business.

Our Process

A uniquely better system with unparalleled results. We surround the traditional Mergers & Acquisitions process with extensive preparation and exceptional closing support. We keep communication open so both parties are prepared throughout the process. Taking these steps keeps everyone informed, helps our clients feel good about the transaction, and provides a high rate of successful closings.



Preparation (30-60 days)

In this phase of the process, we'll do market research, testing, and a financial review of your business. We'll also thoroughly evaluate your business's readiness to sell and then review a strategic plan to bring your business to market. This in-depth preparation process provides a firm foundation for the remaining phases of the Rua Transaction Process.



Matchmaking (60-90 days)

During this phase of the process, we will pair your business with the best possible potential buyers. We'll prepare presentations and conduct showings for your business, review proposals, and facilitate correspondence. This will help us develop a group of buyers that best fits your business, which creates healthy competition through skillful negotiations and a stronger value.



Closing (60-90 days)

Once you've chosen which proposal to accept, we will schedule a closing, assist the buyer with financing, and coach you through all legal documents involved. We proactively facilitate everything needed to ensure a timely and successful closing.

Our Success

NuVescor has had a long-standing reputation of excellent customer service, unwavering integrity, and the ability to generate a targeted buyer pool to obtain multiple purchase proposals for clients. Most business acquisitions have a 25% success rate, but the Rua Transaction Process has a success rate of over 80%. The team at NuVescor has embraced this process and has been able to increase their closing success rate while continuing to provide excellent customer service.

Above all, NuVescor views client satisfaction after a transaction closes to be even more important than the company's closing success rate. NuVescor would rather not have a client close a transaction than complete the sale of their business and later regret their decision to sell. According to statistics from the Exit Planning Institute, only 1 in 5 business owners who have sold are actually happy with the results of selling their business. NuVescor's customer-first culture combined with the Rua Transaction Process ensures that clients not only have a successful closing but look back years later with no regrets.



A Team Approach

At NuVescor we work as a team, and every person is an expert in their field. Together, we can provide business valuations, financial analysis, value enhancement, and business transaction advice for middle-market companies with revenues from \$5 million to \$500 million. Across the United States and internationally, we service both sellers and buyers of businesses over a broad range of industries.

When you work with us, you are not just getting one person; we have a team of people who will help you with each different aspect of your business transaction. Below is a list of services our team provides:

Transaction Facilitation

We work with qualified buyers and facilitate them through the process to closing, which includes negotiating deal terms and conditions with all parties.

Project Management

From preparation to closing, our project management process ensures that we meet all our clients' key deadlines, goals, and objectives.

Market Development

We assess marketability, develop and qualify buyers, and create a controlled market.

Financial Analysis

We establish business cash flows, create or review valuations, and analyze deal terms.

Business Writing

We create marketing materials for use by prospects, other advisors, and financing institutions.

Transaction Support

We coordinate and oversee document management and due diligence information.

Leadership

A large part of our team approach is the leadership. Randy Rua is NuVescor's managing partner and creator of the revolutionary Rua Transaction Process.



Randy Rua

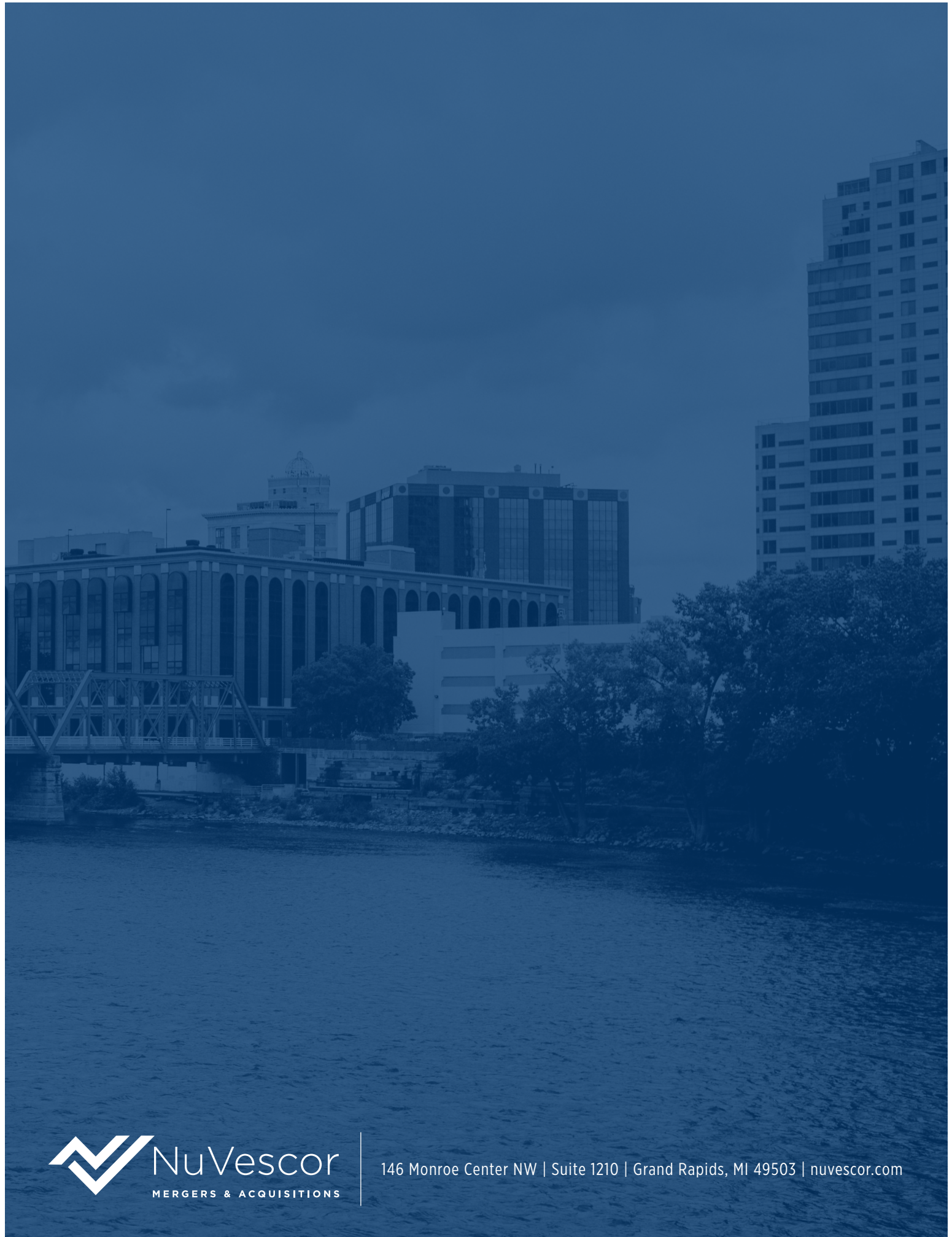
Managing Partner

Randy provides vision, leadership and extensive knowledge to guide NuVescor confidently towards its goals. He first experienced the M&A industry when he decided to purchase a business through a business broker. Later, as he worked closely with an M&A advisory firm to sell that business, Randy saw true value in working to fulfill dreams through successful business ownership transitions. As he worked at a few firms over the next five years, Randy began developing his own unique process and experienced great success. Randy founded Rua Associates in 2010, and in 2016 he and his wife and business partner, Tami,

decided to purchase NuVescor and apply Rua's successful process to NuVescor's clients, seeing immediate results.

Randy has a BS in Engineering from Calvin College and an MBA with a concentration in entrepreneurship from the University of Southern California. He is a Certified Business Appraiser through the National Association of Certified Valuators and Analysts, a Certified Exit Planning Advisor through the Exit Planning Institute, and a Certified Advisor for the Value Builder System. In addition, Randy has served as an adjunct professor at Calvin College and Grand Valley State University.





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