

Stump & Company

How We Helped an M&A Advisory Save Time and Close More Deals

FIRM PROFILE

Stump & Company is a leading M&A advisory firm in the US furniture industry. During its 51 years of operation, the firm has worked on more than 400 M&A transactions globally with a typical enterprise value in the \$50M – \$250M range.

THE CHALLENGE

Stump's reputation for excellent service allowed it to rapidly grow its client base. However, as a family business, Stump did not have sufficient internal expert resources to professionally handle each deal in the pipeline.

OUR SOLUTION

We worked as an extension of Stump & Company, providing our expertise as a white label solution to their capacity needs. We have provided transaction and back office support on every deal, allowing the firm's partners to get more face time with clients and investors.

This included:

- Preparation of teaser deck designed to grab the attention of investors
- Developing detailed confidential investor presentations and memorandums
- Market research on various subsectors of the furniture industry
- Competitive analysis
- Due diligence and valuation analysis support

AT A GLANCE

STUMP & COMPANY

Client Profile

- Leading boutique M&A advisory in the furniture industry

Challenges

- Teaser deck preparation
- CIM preparation
- Market research
- Valuation analysis

Solution

- Deal collateral
- Back office outsourcing
- Due diligence
- Transaction support

THE RESULT

Stump & Company was able to more than double its output and deal flow by focusing on meeting clients and investors, and matching them with promising opportunities. On the back end, they used the reliable support of Fidelman & Co. to make sure that all transaction documents are professionally prepared and that proper due diligence was conducted on every potential deal.

KEY TAKEAWAYS

- Outsourcing the development of deal collateral and transaction documents to an expert firm like Fidelman & Co can give you the edge you need to rapidly grow your business and close more deals.
- Confidentiality, professionalism, and quick turnaround are the most important qualities of a long-term scaling partner for advisory firms and investment banks.
- Only other advisory firms that worked on major transactions, fully understand the dealmaking process, and have a dedication to superior quality can actually save time and reduce the operational burden in M&A transactions.