

DEAL ADVISORY SERVICES

Technology Transactions

About Cherry Bekaert's Deal Advisory Services

As a nationally recognized, growth-oriented CPA firm, Cherry Bekaert LLP provides guidance and support that helps our clients move forward to reach their organizational goals.

Cherry Bekaert's team of deal advisory professionals has assisted strategic and financial clients in all aspects of buy-side and sell-side due diligence across a variety of industries. Our Deal Advisory team has significant experience advising on technology deals having worked on hundreds of transactions with aggregate value in excess of \$126 billion. This established track record combined with the knowledge and expertise gained in middle market transactions makes the Firm an ideal partner for any transaction project. We can provide:

- ▶ Technology-driven expertise and focus
- ▶ Proven process with senior-level attention
- ▶ Financial and non-financial assistance during the entire deal lifecycle

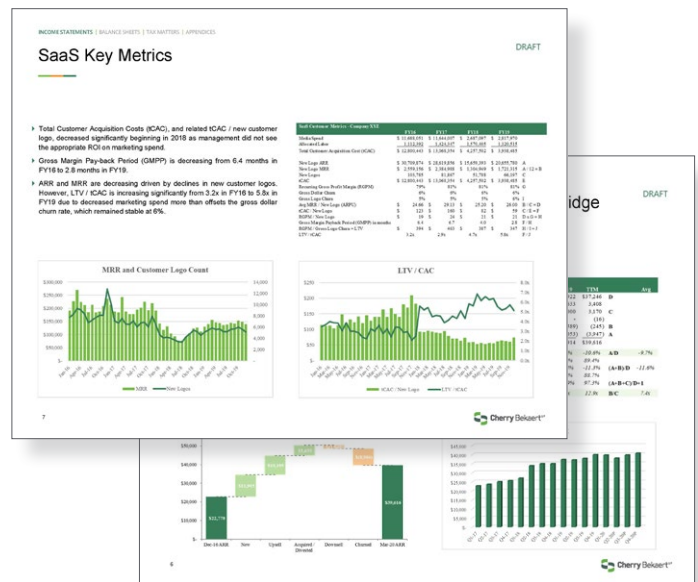
Technology Statistics for 2020



71 Deals
\$1.8B Transaction Value

Technology Sub-Segments

- Software/SaaS
- Cyber/Security
- Health Tech
- Hardware
- Financial Tech
- Clean Tech
- IT Services
- Tech-Enable Services



Technology Transaction Experience

Our Deal Advisory practice includes more than 75 professionals, many of whom have significant deal advisory experience in technology and software and are dedicated industry professionals. In addition to due diligence, our technology team is able to provide post-close services, including assurance, tax, risk and digital solutions.

Most notably, our technology team created the software industry standard debt underwriting tool (referred to as Recurring Revenue Valuation or "RRV") which is used by leading senior and subordinated lenders across the country who finance companies within the software industry. The tool assigns an intrinsic value to a company's software IP based on a theoretical harvest/ downside scenario in which the value is derived from retaining the company's existing recurring revenue customer base with assumptions on future customer churn rates and operating expense structure. In connection with these transactions, we have analyzed hundreds of perpetual and SaaS businesses that are portfolio companies of some of the nation's leading private equity firms and senior leaders.

About Our Firm

1200+
Associates Firmwide



\$250M+ 
Annual Revenue

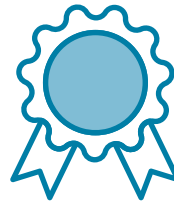
140+ 
Partners
& Principals 


Serving Clients 
Across the U.S. and Internationally

70+ Years in Business

Ranked as a Top Accounting Firm Across the U.S. **25**

Source: Accounting Today, March 2020, Top 100 Firms
Founding Member of Baker Tilly International
The **10th Largest Accountancy & Business Advisory Network** in the World
Represented by **742 Offices** in **146 Territories**
Combined Revenue of **\$3.9 Billion**
36,000+ Staff Worldwide



5x Winner

USA Due Diligence Advisor of the Year (2021)
USA Accounting & M&A Firm of the Year (2019)
USA Recapitalization Deal of the Year (2019)
Valuation Firm of the Year (2013 & 2019)

We Can Guide You Forward



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About Cherry Bekaert

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