

Case Study: Merger & Acquisition



Client/ Company: A development company working in the welfare to work sector

Challenge: This London based company won a £1m contract from the UK government to deliver a pre-defined programme in the welfare to work sector. However, part-way through the contract, the Managing Director decided that he wanted to sell the business due to her upcoming retirement.

Actions:

The Gerlach Group was brought in to work closely with the project leader on a succession planning strategy to find prospective buyers and make the company attractive to sell on at a profit

Results:

Interest in a sale was generated however due to the amount of debt the company had, together with the high, non-negotiable selling price set by the Managing Director, it was decided that the company ought to trade for a few years longer and then attempt another sale

About 'The Gerlach Group'

The Gerlach Group specialises in building and developing high performance cultures in organisations worldwide.

If you want something that you have never had in your organisation, then you've got to do something you've never done*.

Find out exactly what The Gerlach Group can bring to your organisation. Contact our head office now on

+44 (0) 20 8668 2000 or email us at [info \(at\) TheGerlachGroup.com](mailto:info@TheGerlachGroup.com) for a **free, no obligation** 30 minute consultation about your needs.



Companies we've worked with



To learn more about The Gerlach Group, visit us at
www.TheGerlachGroup.com