

# M&A advisory and sell-side brokerage services for mid-market firms.



BUSINESS ACQUISITIONS<sub>LTD.</sub>

by **Aprio**<sup>o</sup>

# Simplify the complexity of selling your business.

Experience the highest level of service and a disciplined approach to the marketing and sale of your business.

Business Acquisitions by Aprio is committed to providing the highest standards of professional business broker service to all parties involved in the complex process of transferring business ownership. Established in 1986, Business Acquisitions by Aprio is comprised of a team of licensed professional business brokers based in Denver, CO. With over 34 years of experience, our team has extensive knowledge of business sales, mergers and acquisitions in a wide range of industries.

## Expect more from your Aprio M&A Team



### Experience

1,000+ transactions closed. Leverage our deep knowledge of business sales, mergers and acquisitions across a wide range of industries.



### Aprio Team Advantage

Turn transaction obstacles into opportunities with fast access to comprehensive services beyond brokerage.



### Professionalism

Enjoy the highest level of professionalism and access to strategic legal, accounting, financial planning, investment and banking alliances.



### Confidentiality

We protect your relationships with employees, suppliers and customers. All prospective investors are rigorously screened before receiving sensitive information.



### Step-by-Step Guidance

From financial analysis, valuation support and marketing to buyer evaluation, negotiations and closing, we are with you every step of the way.



### Reputation

Business Acquisitions, Ltd. has been recognized as one of Colorado's most professional and highly regarded business intermediary firms for over 34 years.

## Selling a business is a highly personal experience.

Working exclusively on your behalf, Business Acquisitions guides you through the transaction process and helps achieve the results you desire. Our proven sale-side roadmap provides the insights and guidance you need to make informed decisions and move forward with confidence.

As your advisor, we guide you through every facet of the process and develop an exit strategy designed specifically for you. From financial analysis, valuation support and marketing to buyer evaluation, negotiations and getting the deal closed, we provide comprehensive guidance every step of the way. We are committed to your success and invite you to review our track record of businesses sold.

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*Business Acquisitions' understanding of the legal, accounting and tax implications of selling our business was invaluable in helping us achieve our personal and financial objectives.*

*-K.K., Business Owner*

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## We tailor our proven process to your specific needs.

1

### Your objectives

Business valuation  
Optimal deal structure  
Timing of sale

2

### Planning

Sales preparation  
Marketing materials  
Industries and market research  
Positioning strategy  
Identifying qualified buyers

3

### Marketing

Screen and qualify buyers  
Discovery meeting  
Provide due diligence

4

### Negotiating

Evaluate offers  
Present and evaluate offers  
Negotiate offer terms

5

### Diligence

Coordinate details and documentation  
Negotiate binding agreement  
Close transaction

**SUCCESSFUL  
TRANSACTIONS  
COMPLETED**

1,000+



**COMBINED YEARS  
OF EXPERIENCE**



Brokerage = 88 Years

Business Ownership = 168 Years

Business Consulting = 133 Years

## Industry Expertise

Whether you are in the initial stages of exit planning or are ready to sell, Business Acquisitions can provide the continuity necessary to help you plan and manage the transaction process.

Our team is experienced across a broad range of industry verticals.



Manufacturing  
and Distribution



Technology



Retail, Franchise  
and Hospitality



Professional  
Services



Healthcare



Non-Profit and  
Education



Affordable and  
Public Housing



Dental



Private Equity

### About Aprio

Since 1952, clients throughout the US, and across more than 50 countries have trusted Aprio for guidance on how to achieve what's next. As a premier business advisory and CPA firm, Aprio delivers advisory, assurance, tax, outsourcing, staffing and private client services to build value, drive growth, manage risk and protect wealth. With proven expertise and genuine care, Aprio serves individuals and businesses, from promising startups to market leaders alike.

[Aprio.com](https://www.aprio.com)

For more information about Business Acquisitions by Aprio's services, contact:



**Dave Shaw**

Strategic Consultant Broker

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Dave Shaw joined Aprio as a Merger and Acquisition (M&A) Specialist with over 40 years of entrepreneurial and M&A experience. Prior to his work in M&A, Dave spent years as a successful entrepreneur who owned businesses in IT, hospitality, manufacturing, franchising, professional services and a variety of other industries. Buying and selling his own businesses sparked Dave's interest in M&A, which quickly grew and evolved into mergers and acquisitions for a VC firm and partnership groups.

After graduating from Colorado State University, Dave started in a family-owned business in the office equipment and supplies industry. He was later recruited by a venture capital (VC) firm to oversee a roll-up M&A and IPO strategy for a web services company – and that was just the beginning. Dave became President and partner in a restaurant chain, owned an executive coaching business and even partnered with his wife to buy and develop a company that produced equipment that improved cognitive function and helped children with autism.

Dave lives in the Denver area, has been married for forty years and, between his two daughters, has five grandchildren. He's a certified pilot and enjoys flying, scuba diving, hiking and the great Colorado outdoors!