

# ARIA

## BUSINESS BROKERS

We make business acquisition simple.™

**Full Service Buy & Sell Side Advisory**

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**IBBA** INTERNATIONAL  
BUSINESS BROKERS  
ASSOCIATION, INC.®

• MEMBER IN GOOD STANDING •



# We are Aria

Our clients consistently praise our adeptness in swiftly concluding transactions while maintaining the highest standards of professionalism. We offer a comprehensive suite of services, guiding our clients through the entire process from inception to completion. Our commitment to upholding client confidentiality is unwavering, and we are proud to have consistently delivered unparalleled service to our valued sellers.

## Core Services:

- **Valuation:** List with confidence, not compromise. Nobody wants to leave money on the table. We determine the true market value of a businesses through comprehensive analysis of assets, financials, and market position.
- **Buyer Interest Generation:** Seasoned experience and cutting-edge AI technology helps us deploy strategic marketing and networking efforts to attract genuine buyer interest to gain fruitful market attention.
- **Diligence Correspondence:** We facilitate transparent communication between parties, managing the exchange of information during the due diligence phase, saving time and quickening the process.
- **CIM/Pitch Book Creation:** We craft detailed Confidential Information Memorandums and engaging pitchbooks, effectively presenting the business value proposition to potential buyers.
- **LOI Negotiation:** We skillfully navigate the negotiation of Letters of Intent (LOIs), laying the foundation for successful and mutually beneficial deal terms.
- **Purchase Agreement Negotiation:** With precision and insight, we negotiate purchase agreements that protect our clients' interests while satisfying the terms and conditions of the deal.
- **Lending Approval:** We know every second counts, so we guide buyers through the intricate process of securing loans, ensuring financial support for their M&A endeavors.
- **Data Room Set-up and Project Management:** We establish secure data rooms and expertly manage the organization and presentation of critical business information for due diligence.



# A Team Built for Your Success

The Aria team has decades of real-world mergers and acquisitions experience. Whether it's time to buy, sell, or grow, we're your one-stop-shop. Our experienced team is committed to ensuring our clients get the best deal possible. This isn't just something we do, it's what we do best. Welcome to the team.





# Why Choose Aria?

- **Accomplished:**

In short, we believe in doing well by our clients, simplifying the process from start to finish. That's why our team has served accomplished business professionals as trusted mergers and acquisitions advisors for over two decades.

- **Accredited:**

We proudly hold accreditation by IBBA and boast a strong track record, successfully representing over 500 sellers in the small and middle market segments.

- **Expertise:**

Selling a business is an intimate process, falling somewhere between “a bit of a headache” and an entire second job. Our clients love that we take the burden off their shoulders.

- **Whatever it Takes:**

We believe in putting our best foot forward, offering whatever complimentary services are needed to get the deal done properly.

- **Ease of Process:**

We operate with simplicity, excellence, and innovation as our core pillars, driving a channel-driven approach and more wins for our clients.

- **Largest Network of Buyers:**

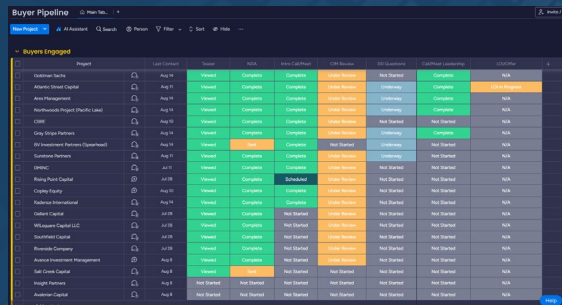
We maintain an extensive network of potential buyers, including institutional capital and strategic partners. Aria is adept at identifying the ideal buyer who recognizes the utmost value in your creations..



# Where Seasoned Experience Meets the Best Technology

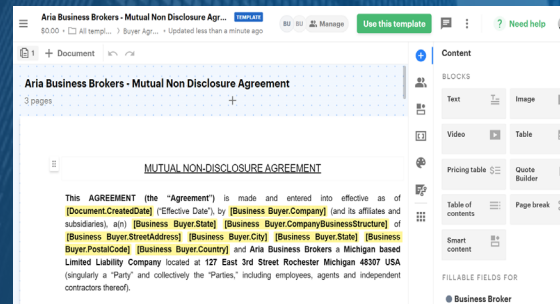
At Aria, we operate under the belief, “What got us *here* won’t get us *there*.” We understand that while our past experience has helped us achieve success for our clients, M&A (and business in general) is continuing to advance and change constantly. We are quick to invest in the best technological advances available, whether it’s a real time dashboard for your M&A process, or leveraging one of our advanced databases to find the right buyer, or even something as simple as our easy document system. This allows us to quickly and accurately navigate the complex and nuanced world of business with more efficiency and less wasted time than our competitors.

## Real-Time Deal Information Keeps you Informed



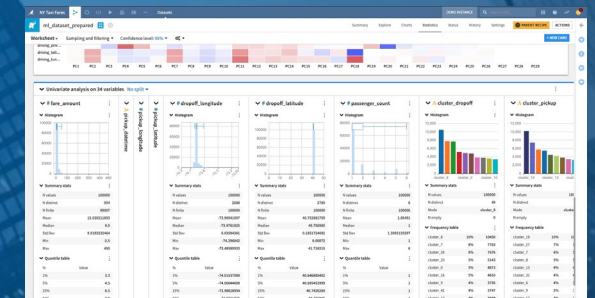
We take the guesswork and waiting out of the process by providing our clients with real time information about our deal process on a graphical, interactive deal board.

## Lightning-Fast Documentation and Process Procedures



We use the best tools to make the tedious task of documentation in M&A as efficient and easy as possible for everyone involved. Simplicity is genius.

## Best-in-Class Tools and Databases to Help Facilitate



We utilize the latest in AI and disruptive technology so that you get the most out of the M&A process. We leave no stone unturned helping get your deals done.



# A Process Built for your Timeline

We believe in under promising and over-delivering. That's why we seek to keep open communication with our clients. Our technology helps the process to be as smooth as possible, with clear milestones throughout the process of a business acquisition.

	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9-12
Preparation Phase (marketing, valuation, planning, etc.)	█								
Marketing Phase				█					
Buyer Engagement				█					
Data Room Management		█							
Letter of Intent		█							
Due Diligence Period			█						
S&P Agreement							█		
Closing									█



# Aria Connects with your Industry

When choosing your professional team, it's important to have a team with real-world experience. The Aria team brings decades of experience delivering results and closing high-ticket deals, and as experienced business owners ourselves, we know every business transaction is unique – let us do all the heavy lifting.



Energy



Automotive



Communications



Consumer Goods



Commercial



Real Estate



Technology



Industrial



Financial



Services



Healthcare



Materials



Utilities



Transportation



Staple Items



Retail



Professional



Precious Metals

And many more!

# Recent Transactions from Aria



Data Center and  
Colocation Provider

2023

\$25,000,000

Traumatic Brain  
Injury Clinic

2023

\$12,000,000

Internet Service  
Provider

2022

\$4,500,000



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