

Deals Are Never Just Deals.

Mergers, acquisitions and divestitures represent critical strategic landmarks—key transition points in the history of companies and careers. These transactions are launching pads for stronger financial performance, keener strategic focus, and greater market share.

Successful deals close on time and generate the financial results investors expect. Dove Capital Partners supports your decisions to buy or sell the right entity, at the right time, at the right price by providing a full range of deal-related services.

Dove Capital Partners helps you avoid costly missteps while giving you a deep understanding of what it takes to *win*.

Despite their importance, many deals fail to achieve their short- or long-term goals. Choosing the wrong target, setting a price out of sync with market value, unfavorable financing terms, and failing to reconcile disparate company cultures are some of the factors that can lead to a good deal gone bad.

Dove Capital Partners (DCP) helps you avoid these costly missteps while giving you a deep understanding of what it takes to *win*. We have assembled the talents, tools, and experience to guide buyers and sellers through the complex decisions related to creating, executing, and capitalizing on merger and acquisition transactions. In addition to traditional mergers, acquisitions, and divestitures, DCP assists

clients in establishing joint ventures, strategic alliances, research and development partnerships, and supply or distribution agreements.

DCP draws on a 20-year track record of deal-making successes with leading firms to help you prepare for and execute aggressive, capital-intensive growth plans that meet all your strategic and financial goals. From financial services to consumer products to consumer broadband, our industry expertise guides you in making the strategic and tactical decisions that turn potential into performance.

Headquartered in Boston, DCP maintains an extensive network of contacts around the world. We work with private, closely held companies, Fortune 500 firms, and international market leaders. We have strong ties with a range of leading institutional and corporate investors, investment banks, and brokers to help you secure funding and/or locate potential buyers.

Our Full Cycle Approach

Pre-deal: Our deep industry expertise provides an ideal basis for detailed analysis of industries, markets, and organizations. We help clients identify and evaluate opportunities for accelerating growth via technology, organization design, branding, and acquisition strategy and support. We can guide you in choosing merger and acquisition targets, and structuring alternative arrangements such as joint ventures, partnerships, or co-marketing agreements.

Post-deal: During the first 100 days post-deal, we work with client executive teams to unlock the full potential of a merger or acquisition. We help to align and mobilize your leadership team's efforts in the areas of organizational redesign, operational efficiency, market penetration strategies, and culture integration.

While signatures at closing symbolize the culmination of a deal, what happens before and after are just as important.

Dove is there at every stage of the process to ensure optimal value.

Financing Services

- Network of specialty investment bankers
- Ability to manage the auction process
- Direct relationships with senior and subordinate lenders, leveraged buyout firms and private equity investors

Sell-side Services

- Asset sales strategies
- Asset valuations
- Initial offering memorandums
- Auction/sales process management
- Pricing negotiations
- Deal closings
- Funds usage strategies

Buy-side Services

- Acquisition searches
- Candidate profiling and screening
- Pricing negotiations
- Deal closings
- Post-merger integration services

Steven J. Roth, Managing Director



As lead investor in leveraged buy-outs, management buy-outs, and start-ups, Steve Roth brings over 16 years of experience to new business and acquisition management.

Steve's experience spans several industries including technology, retail, telecommunications, and consumer products and services. Steve has partnered with numerous clients including: Allstate Insurance, Borden, Inc., Dun & Bradstreet, Farina, J. Jill Catalog, Nestle USA, Tile City, and US Mills. He is routinely engaged by FORTUNE 500 executive teams to identify new business acquisition opportunities, evaluate M&A options, and negotiate deals between companies. Just as important, Steve adds value after the deal is done by consulting with executive teams on strategy, and operations restructuring to achieve aggressive business goals. Steve earned an MBA from Harvard Graduate School of Business Administration.

"I've seen the best and worst of mergers and acquisitions. When two organizations come together with a purpose and a plan to achieve that purpose, it's a beautiful thing. But too often the plan goes no further than combining assets and changing the name on the door. When that happens, everybody loses—leadership, shareholders, employees, and customers.

I'm committed to helping our clients experience the best possible outcomes through the transactions they undertake. We will help you get the deal done. Beyond that event, we will set in motion all that is necessary for you to achieve optimal long-term financial performance."

—Steve Roth

About Dove Consulting

Founded in 1981, Dove Consulting has been helping companies move beyond the boundaries of their business to open up new spaces for growth. We combine our deep industry expertise with state-of-the-art approaches in strategy and organizational effectiveness to help clients look beyond conventional answers, develop new insights, and achieve business breakthroughs.

Among the clients we have served:

American Express Company,
AT&T Broadband, Bank of America,
Campbell Soup Company, Coors Brewing Company, Cox Communications, Diebold, Discovery Communications, Disney, eBay, IBM, Johnson & Johnson, The Kellogg Company, Motorola, NYCE Corporation, Procter & Gamble, PULSE EFT Association, Quaker Oats, S1 Corporation, and Wells Fargo Card Services.

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beyond the boundaries

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