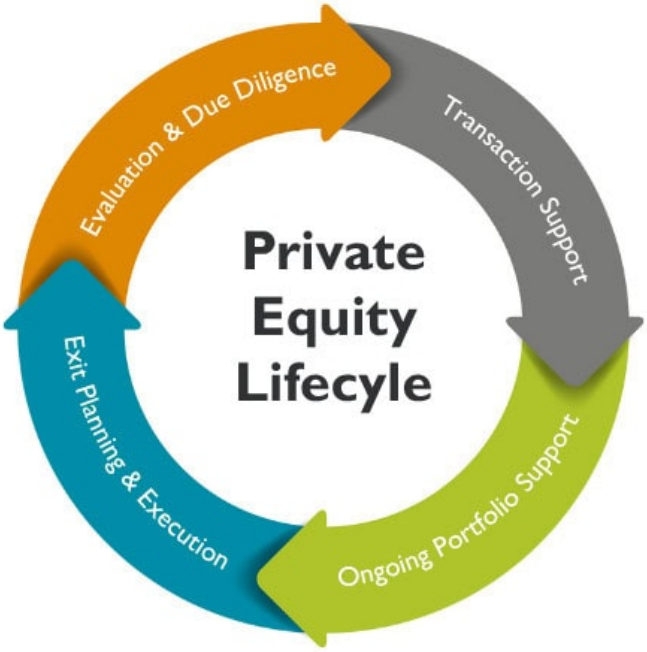
NAVIGATING THE PRIVATE EQUITY LANDSCAPE: STRATEGIES FOR LONG-TERM SUCCESS

Private equity firms and portfolio companies face unique challenges at each stage of the investment lifecycle, from initial investment evaluation through exit strategy. With increasing regulatory demands, complex tax structures, and evolving market expectations, navigating this landscape requires more than capital; it requires insight, strategy, and reliable support.

A Lifecycle Approach to Private Equity



Private equity investments typically follow a structured lifecycle that includes investment evaluation, transaction execution, portfolio management, and eventual exit. Each phase presents specific demands, whether assessing potential risks in due diligence, integrating new acquisitions, or preparing a company for sale.

BMF offers comprehensive support at every point in this journey, helping clients streamline operations, enhance financial performance, and maintain compliance.

1. Evaluation and Due Diligence

Before completing a transaction, firms must thoroughly assess financial health, tax exposures, and operational readiness. Common areas include detailed financial and tax due diligence (including state and local and sales and use tax support), business valuation, audit readiness assessments, and internal control reviews to support informed decision-making.

2. Transaction Support

Once a decision is made to proceed, execution becomes the priority. Key activities during this phase often include financial modeling, working capital analysis, and opening balance sheet preparation or audit, helping ensure transactions are completed efficiently and accurately.

3. Ongoing Portfolio Support

Portfolio companies often require ongoing compliance and advisory to align operations with investor expectations. Common areas of focus include internal audit, budgeting and forecasting, process improvement, audit, and tax compliance across multiple jurisdictions.

4. Exit Planning and Execution

Preparing for a successful exit involves more than timing the market. This often involves developing tax-efficient structures and managing sell-side due diligence to ensure a smooth and valuable transition.

Core Services for Private Equity Clients:

- **Audit & Accounting:** We provide audits, reviews, and compilations, as well as support for complex accounting issues, such as business combinations (accounting for the acquired company's opening balance sheet), share-based compensation (ASC 718), and new accounting standards. We also offer control monitoring and physical inventory observations where needed.
- **Tax Advisory:** BMF delivers tax planning and compliance solutions for federal, state, local, and international requirements. Services include transaction modeling, sales and use tax analysis, post-acquisition integration, and SALT optimization.
- **Business Advisory:** We assist clients with budgeting, forecasting, valuation, forensic analysis, and both buy-side and sell-side financial due diligence. We aim to enhance decision-making and improve business performance throughout the investment horizon.

Your Partner for the Long Term

Private equity investments are rarely straightforward. Whether managing a portfolio company, exploring new acquisitions, or preparing for an exit, having the right advisory team can make a significant difference.

At BMF, we provide clear, practical guidance supporting strategic growth and operational excellence. Our approach is grounded in technical expertise, industry awareness, and a long-standing commitment to our clients' success.

Contact us today to learn more about how BMF can support your private equity strategy.