

# ACQUISITION PROCESS STEPS

- 1 SOURCE DEAL
- 2 SIGN NDA
- 3 EVALUATE TECHNOLOGY
- 4 INDICATION OF INTEREST & PRELIMINARY PRICE NEGOTIATION
- 5 SIGN LOI
- 6 BUILD TEASER & FINANCING BOOK
- 7 LAUNCH DEAL TO THE CAPITAL MARKETS
- 8 RECEIVE TERM SHEETS – SELECT LENDER
- 9 POPULATE DATA ROOM – GO ON-SITE
- 10 PERFORM DUE DILIGENCE
- 11 FINAL PRICE NEGOTIATION & DEAL STRUCTURE
- 12 RECEIVE COMMITMENT LETTER
- 13 NEGOTIATE & SIGN PURCHASE AGREEMENT
- 14 CLOSE & FUND

## ABOUT ALA SERVICES

ALA Services LLC (ALA) is the investment entity of Arthur L. Allen, founder and former CEO of ASG Software Solutions, Inc. ALA operates on a corporate shared-services model – achieving synergies across acquired companies – driving increased equity value. ALA is actively negotiating M&A opportunities in the mature software technology space with the objective of growing an enterprise software company – in which acquired companies will remain separate entities under the ALA Services umbrella.



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