

Buy-Side Representation - Typical Tasks and Timeline

N E R I C A P	C L I E N T	S E L L E R	Legend		
			Task #	Tasks in Transaction	Timeline
			Task 1	Execute Confidentiality & Engagement Agreements with Client	
			Task 2	On behalf of Client execute Confidentiality Agreement with Seller	
			Task 3	Client and NCP meet with potential Seller	
			Task 5	Requests & Receive Qualitative and Quantitative Information from Seller	
			Task 6	Write Report for Client including Seller's business valuation	
			Task 7	Discuss Seller's Report with Client	
			Task 9	Assist Client in writing LOI & submit to Seller. Negotiate, if required	
			Task 10	Coordinate Due Diligence Documents from Client to Seller	
			Task 11	Client Meeting with Seller's Management Team	
			Task 12	Re-negotiate LOI if issues are raised during due diligence	
			Task 13	Clients Counsel writes 1st draft of Definitive Agreement & Ancillary Docs.	
			Task 15	Negotiate Purchase Agreement between Client / Seller / Attorneys	
			Task 16	Close Transactions	











