



# **GREAT LAKES CONSULTING ASSOCIATES, LLC**

**Beverage Distribution Management**

## **Business Consolidations & Acquisitions**

We work with owners of both targeted and acquiring companies to determine value, calculate financial feasibility, facilitate the sale/acquisition process, and ensure implementation of agreed upon sales programs and customer service levels for beverage wholesalers. This could include several critical activities.

- Financial Modeling (i.e. pro forma P&L for new consolidated company, economic impact assessments).
- Valuation of Companies and/or Brands.
- Negotiations of Pricing and Conditions of Sale.
- Organization Design /Staffing.
- Sizing Facilities.
- Evaluating Workflow.
- Developing New Operational Criteria and Methods.
- Management Training.
- Working with Accounting and Legal Professionals.