

The M&A Process



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We have you covered.

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Introduction Call

During our 30-minute introduction, we will share about RainTech and our plans for acquisitions. We want to learn about you, your business, and your desire to sell. During the call, we will determine if both parties are interested in moving to the next step of the process.

Mutual NDA

After the call, if both parties would like to continue exploring the possible acquisition opportunity, we will send a mutual NDA for you to review and sign at your convenience.

Data Room

Once the NDA has been fully executed, we will set up a Data Room on SharePoint, with access given only to our M&A team and you. All information will be placed in this location.

Preliminary Discovery

Once the data room is set up, we will request information about your company, product & service offerings, and some preliminary financials. This will be used to determine a valuation range. Once we verify we are on the same page regarding the valuation range, we may require additional information to submit a Letter of Intent.



Letter of Intent

The letter of intent will include high-level deal points, structure, and purchase price. After the negotiation and agreement on the LOI, we would move on to due diligence.

Due Diligence

Due diligence will vary on a case-by-case basis. The time to complete can range anywhere from 1-3 months. We will dive more deeply into financials, client base, contracts, operations, staff, and business culture during this time. Following due diligence, if we are to proceed, we will submit a purchase agreement.

Purchase Agreement

The purchase agreement, drafted by attorneys, will lay out the final structure of the purchase and agreed-upon points for the sale and set a closing date.

Signing to Close

Between signing the purchase agreement and closing, the companies will work together on post-integration timelines and project plan to prepare for a smooth and orderly transition.

Post Merger/Acquisition Integration (PMI)

During PMI, we will execute the project plan to unify the two entities, their assets, customers, people, tasks, and resources in a manner that creates the most value for the future of the business by realizing efficiencies and synergies.

