

# CLEAN BOOKS LEAD TO BIG OFFER

Summit advised client in preparation for sale, worked with a private equity firm who was impressed with the forecast and Reach reporting.

*Inception Year: 2019*

- Greg Bear was thinking about selling, so he asked Summit to help and look at different kinds of potential buyers.
- With Summit's council, Greg decided a financial buyer was the best option. As the offers came in, Summit helped Greg understand how to weigh his opportunities, such as taking a lump payment or working a few more years.
- During the due diligence process, the buyer looked at the company's books and financial history. The buyer found that everything was really clean, and they were very complementary of their findings.



**Gregory Bear**  
Founder, Bear Group

"Tom is spectacular, and, more broadly, Summit set us up so well for the transaction." Greg Bear, Founder of Bear Group



**Industry:** Digital

**No. of Employees:** 31-40

**PY Annual Revenue:** \$4M

**Client Pays:** \$66,924

**Service:** Controller

- Controller with Taxes - Simple Financial Statement
- Forecast
- Cash Flow
- Bank Reconciliation
- Credit Card Reconciliation
- Accounts Payable
- 1099 Taxes

- The buyer then started participating in the meetings, and they really liked what Summit was doing with forecasting; that's when they asked to keep working with Summit.

## **BENEFITS TO THE IMPLEMENTATION/SOLUTION**

With the new ownership of Bear Group, Summit was able to retain them as a client.