



Mergers & Acquisitions

Strategic Consulting

The Fisher Company

Creating Value

Our Services



The Fisher Company specializes in providing Mergers & Acquisitions Advisory Services and Strategic Consulting for the media industry.

Our services are based on actual experience with practical applications for our clients. We have the ability to develop and implement business strategies based on real business environments.

We are a client-focused consulting company that will improve your company's effectiveness and efficiencies.

The Fisher Company will help you meet your business objectives, provide a competitive advantage, and build lasting value.

Sell Side
and Buy Side
Advisory Services

Mergers & Acquisitions



The Fisher Company's Advisory Services are built around the ability to add value to your business today and in the future. We enhance business value through profitability and prove that a company has reasonable and reliable financial value historically, currently, and for the future!

Development Plans to Maximize Business Value

The Fisher Company will develop a custom plan that will add value to your business. The process of building additional value in your business does take time. We work with you to implement a plan to improve profitability. This will maximize the future value of your business.

Capital Structure and Investments

Understanding your company's capital structure and meeting its capital needs for the future may require various forms of capital and investments. We have the ability to analyze capital requirements for you.

Business Valuation

A business valuation requires sound judgment to form an opinion of a company's value. In the purchase or the sale of a business, or specific assets and liabilities, The Fisher Company is aware that valuation is a fluid process. We provide you with a basis to make informed decisions related to any opportunity. For every valuation we learn as much as possible about the business to enable us to make an objective opinion of value for your purchase or sale.

Exit Strategies and Transition Planning

Inherent to every business is the need for an exit strategy or transition plan that develops maximum value. We will structure your offering so that qualified buyers know the justifications for the purchase price and the future value of your business. The Fisher Company will guide and protect the seller through transferring their company to an acquirer.

Limited Asset Purchases or Sales

There are times when a business may determine that it is more appropriate to purchase or sell specific assets. The Fisher Company can value those assets and represent your company.

Financial & Operations Development

Strategic Consulting



Financial Management and Industry Standards Metrics

Financial practices development, policies and procedures
Business and industry metrics analysis
Return on investment analysis

Financial Statement Modeling

Sales forecasting
Profit and loss modeling
Balance sheet, income statement and cash flow from operations forecast modeling
"What If?" scenario modeling
"Common Size" statement analysis
Historical trend analysis

Loan and Funding Review and Development

Funding requirements for ongoing business operations
Refinancing
Asset based lender sourcing

Cash Flow System

Monthly cash flow management process design
Cash flow forecasting and modeling
Review and development of internal cash flow controls
Cash flow mentoring and practical implementations

Accounts Receivable Management

Customer base and concentration management
Collections process improvement techniques
Bad debt and reserve analysis with policies and procedures development

Royalties

Author royalty systems analysis
Author royalty payment calculation process review

Inventory Management

Project costing
Production controls and purchasing system process review and integration
Inventory controls
Inventory reserve analysis with policies and procedures development

Pricing – Discounts – Margin Analysis

Product pricing
Channel discounts
Gross margin analysis by product line and channel

Asset Protection Analysis

Internal control review and processes
Insurance policy level requirements review



■ **We invite you to contact us.**

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