

Educational Services Industry

Case Study

Mandate

Beacon was engaged by a private career college which offered specialized training in police foundations. The training institute had a 30-year history and was recognized as a top tier school in law enforcement. Due to Beacon's strong presence in Ontario and extensive experience in mergers and acquisitions, Beacon was chosen as the exclusive broker and provided sell-side transaction advisory services through the entire sale process.

Implementation

Beacon began by compiling a fairness opinion to determine the business' true fair market value and proceeded to compile deliverables and confidentially market the mandate to potential buyers. As a learning institution, which relied on the knowledge and experience of its instructors, it was extremely crucial to retain the business' human resources through the sale and transfer of ownership. Beacon's focus on confidentiality and its secure buyer selection ensured that the business' key employees were retained. Through our large network of buyers and industry professionals, we were able to attract several buyers for the business. Based on the seller's criteria and vision, as well as our financial acumen, we were able to pre-screen buyers and solicit offers from serious buyers.

Outcome

Beacon's team assisted our client through every step of the sale process, and successfully completed the transaction. Beacon effectively negotiated a deal with an overseas private buyer who had previous experience in the industry. Our team advised the seller through the buyer due diligence process, ensuring transparency between both parties while maintaining confidentiality. In addition, Beacon made sure that the business was prepared for the successor to maintain smooth operations through the transition period without damaging value.