



The McLean Group is a national investment bank providing customized strategies for both buyers and sellers in mergers & acquisitions, corporate finance, business valuation, litigation support and exit planning. We bring to our client engagements a level of knowledge, expertise and professionalism that is distinctive among middle market investment banks.

Securities transactions are cleared through The McLean Group's affiliate, McLean Securities LLC, a registered broker/dealer with the NASD and member SIPC.

Investment Banking

Mergers & Acquisitions

Mergers & acquisitions, divestitures and management buyouts present significant opportunities to achieve corporate, shareholder and personal goals. At The McLean Group, we help our clients realize optimal results by:

- Advising on strategy, suggesting alternatives as appropriate and recommending best courses of action
- Analyzing operations, markets, management teams, business plans, forecasts and financials
- Preparing Confidential Information Memoranda, Company Profiles and other related marketing materials
- Conducting business valuations to establish a range of potential transaction values
- Identifying and contacting potential acquirers/ investors
- Leading negotiations and structuring transactions
- Assisting management during due diligence
- Coordinating legal, tax and accounting matters
- Helping close the deal

Industry Expertise

The McLean Group has expertise across a wide spectrum of industries including the following:

- **Information Technology**
- **Government Contracting**
- **Telecommunications**
- **Business and Professional Services**
- **Travel and Hospitality**
- **Financial Services**
- **Alternative Energy**
- **Healthcare Technologies**
- **Manufacturing**
- **Construction and Related Industries**

Corporate Finance

The McLean Group arranges private equity, venture capital, and senior/subordinated debt transactions of \$5 million to \$250 million that allow our clients to pursue expansions, M&A strategies, recapitalizations, leveraged buyouts or increase shareholder liquidity.

- **Private Equity** - The McLean Group assists clients by structuring and raising equity from private equity firms and corporate investors. We continually track prospective investors' industry sectors, investment and ownership preferences. We also develop close professional relationships with potential equity providers that enable us to identify the most suitable investors given our comprehensive understanding of our clients' requirements.
- **Senior Debt** - The McLean Group assists clients in raising senior debt by structuring and placing senior credit facilities with commercial banks, finance companies and senior debt funds. The McLean Group's investment bankers prepare debt capacity analyses, private placement memoranda, and also make presentations, solicit lenders, lead negotiations and coordinate transaction closings. Our close relationships and frequent contact with lending institutions' senior credit officers ensure that we remain aware of evolving lending parameters and risk tolerances, as well as broader market trends.
- **Subordinated Debt** - The McLean Group raises subordinated debt for clients on a stand-alone basis or within more comprehensive capital offerings involving senior debt and/or equity. Subordinated debt often boosts debt capacity by providing more capital than most senior lenders otherwise would provide. It can be a less expensive means of raising capital and less dilutive than equity. The McLean Group's extensive relationships with insurance companies, hedge funds and private equity funds enhance our ability to identify the most appropriate investors for our clients.

A low-angle photograph of two men in business suits shaking hands. The man on the left is wearing a light-colored suit and glasses, looking up at the other man. The man on the right is wearing a dark suit and a blue patterned tie, looking down at the handshake. They are standing in front of a modern building with a glass facade and a triangular architectural element. The sky is blue with scattered white clouds. The text 'Advisory Services' is overlaid on the image in a dark, serif font.

Advisory Services

As a core competency and complement to our M&A and corporate finance practices, The McLean Group offers expert and highly-focused advisory services comprising technical valuations of companies, intangible assets and securities, litigation support on valuation and economic damages matters, and specialized exit planning.

Business Valuation

The McLean Group provides business valuations for a variety of transaction, financial and tax purposes, including:

- Fairness opinions
- Equity incentive plans
- Employee stock ownership plans (ESOPs)
- Purchase price allocations
- Goodwill impairment testing
- Buy/sell agreements

Litigation Support

Based on our business valuation expertise, from quantifying economic damages to providing expert witness testimony, we also support clients involved in a variety of litigation and arbitration cases, including:

- Dissenting shareholder suits
- Lost profit and asset values
- Marital dissolutions
- Business interruption claims
- Intellectual property infringement

Exit Planning

The McLean Group's Exit Strategies Institute provides business owners with a one- to two-year program to assist them in maximizing the value of their businesses at the time of exit. The program includes:

- Preliminary business valuations
- Value driver analyses
- Preparation for sale analyses
- Operational reviews
- Educational seminars
- One-on-one preliminary consultations with faculty experts

For more info, visit www.PlanYourExit.org



Our Value

Why The McLean Group?

National Presence / International Reach

Headquartered in McLean, Virginia, The McLean Group has regional offices throughout the United States. We also are a member of IMAP, a cooperative international association of 65 investment banks operating in 80 countries around the world. The McLean Group's regional offices and international affiliations allow us to pursue national and international relationships to maximize transaction success and value for our clients.

Experienced Professionals

The McLean Group's senior professionals have extensive corporate finance and deal execution experience. We also draw on specialized technical skills and significant prior industry and public accounting experience. The McLean Group's investment bankers also are supported by an experienced research staff. For every corporate finance transaction, The McLean Group creates an engagement team whose members possess a demonstrable command of the necessary accounting, tax, deal execution and business experience that helps ensure optimal outcomes for our clients.

Successful and Extensive Track Record

We have acted as a financial advisor on dozens of successful M&A transactions and capital formation assignments. As a result, much of The McLean Group's new business is generated by referrals from former clients and our own well-established network of attorneys, accountants and other transaction professionals with whom we have enjoyed successful prior experiences.

Market Awareness

Intensive, ongoing contact with multiple industry and market sectors, including international markets, combined with active relationships with a wide range of capital providers, ensure that The McLean Group's investment bankers remain abreast of the latest developments and ever-changing business conditions in the markets we serve. Our valuation practice and international clientele provide unique insights into market trends affecting our clients' strategic transactions.

“The team at The McLean Group quickly assessed and comprehended our business, applied its technical expertise, and addressed our valuation questions in a timely and professional manner. They were a pleasure to work with and provided us with a professional and complete work product. We continue to use their services to meet our ongoing valuation needs.”

Kenneth deLaski

CEO & Co-Founder, Deltek Systems, Inc.

Testimonials

The McLean Group's involvement helped Control Point Solutions (formerly Broadmargin), the market-leading provider of telecom cost management solutions, secure \$21 million in equity financing in a transaction led by ABS Capital Partners and Concert Capital.

“The McLean Group was instrumental in finding investors that matched our corporate profile and strategy and in helping us get through some of the more difficult deal points.”

Tony Pomilla
CFO, Control Point Solutions, Inc.

Phase I Preparation	Phase II Marketing	Phase III Evaluation	Phase IV Closing
Provide preliminary valuation range	Contact prospective acquirers	Schedule management presentations	Coordinate advisors
Refine objectives and parameters	Qualify interested parties	Provide additional financial and operational information	Conclude due diligence
Conduct market research and create a potential acquirers list	Solicit 1st round indications of interest	Negotiate letters of intent	Complete closing documents
Draft Confidential Information Memorandum	Narrow the potential acquirers list	Evaluate offers and select acquirer	Close transaction