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International M&A's

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Mergers and/or Acquisitions are hard enough to get right when local, but when you throw in the added complication of different countries, cultures, time zones, business dynamics, currency, legal, fiscal and other complications – the issue gets complex and risky. How do you mitigate risk, ensure success and enable accretive value ?

Focusing on middle market “what buyers look for”, our panel of experts will reveal strategies, tips and key issues to consider from the particular angle of a cross-border transaction.

MODERATOR

Kevin MULVANEY

Professor @ Babson & President Strategic Advisors Group

PANEL

Lawrence H. GENNARI

Partner, GennariAronson LLP

Gregory B. SNEDDON

Sr Managing Director, Consilium Partners

Richard D. TARDIFF

Partner, Gray, Gray & Gray LLP

Monday, 28th October 2013

6:00pm – Arrivals & Open
6:15pm – Presentation
7:30pm – Open
Networking
8:00pm – End

Location : Wellesley MA

Full details of location will be sent to registered individuals

Registration is mandatory

This event is **free**, please click here;

<http://www.surveymonkey.com/s/BVQBS7T>

(registration will close two(2) days before the event; seats are limited)

Open Networking

Join us for **open networking** and hors d'oeuvres after the presentation

For More Information

To learn more, become a member or upcoming events; visit www.IERGBlog.org or e-mail Boston@IERGonline.org

BIO's

Kevin MULVANEY

Professor @ Babson & President Strategic Advisors Group

Professor Kevin Mulvaney teaches in the MBA program at Babson College in courses including "M&A for Entrepreneurs" and "Buying a Small Business." He also mentors students in live consulting projects and serves as Executive-in-Residence in the Entrepreneurial Studies Program. Professor Mulvaney has bought and sold several businesses himself, so he approaches the topic from an expert practitioner perspective, rather than a purely academic viewpoint. Many of his students have bought companies before graduation. Additionally, Professor Mulvaney is the president of Strategic Advisors Group, a specialty consulting firm which advises CEOs and business owners facing important strategic challenges and M&A decisions. Mr. Mulvaney has served as an expert witness in Federal Court cases, conducted governance review projects, and mentored management teams and business owners to achieve improved teamwork and results.



Lawrence H. GENNARI

Partner, GennariAronson LLP

Lawrence H. Gennari is the co-founder of Gennari Aronson, LLP, a corporate law firm located along Rte 128, in the heart of the Massachusetts innovation community. Larry has been a corporate finance and transactional lawyer for more than two decades, with an established reputation for developing financing strategies for emerging growth companies. A former partner at Choate, Hall & Stewart in Boston, Larry's practice focuses on corporate and securities law for emerging growth companies and the investors that finance them. His work includes countless private offerings, venture capital financings, mergers and acquisitions, joint ventures, and public offerings as well as SEC compliance for public companies and their directors and officers. Larry also teaches at Boston College Law School, where, as an Adjunct Professor, he has taught courses on Mergers & Acquisitions, Corporate Finance and Advising Entrepreneurs for more than 15 years. He is a frequent commentator and contributor on corporate finance topics. Larry earned a J.D. in 1989 from the College of William and Mary, where he served as editor-in-chief of the William & Mary Law Review, as well as a B.S. (Accounting), summa cum laude, in 1986 from North Adams State College, where he was the Massachusetts Society of CPA's outstanding student.



Richard D. TARDIFF

Partner Gray, Gray & Gray LLP

Rick Tardiff leads Gray, Gray & Gray's international expansion efforts to assist clients doing business outside the United States and foreign-owned companies with representation in the U.S. Rick possesses over 30 years of experience serving the audit, tax and consulting needs of a wide range of businesses and their owners. He shares his first-hand knowledge of the accounting issues related to various industries and is adept at directing large engagements and delivering quality reports, particularly on engagements with strict reporting deadlines. A graduate of New Mexico State University, he holds a degree in accounting and is a member of the American Institute of Certified Public Accountants and the Massachusetts Society of Certified Public Accountants.



Gregory B. SNEDDON

Sr Managing Director, Consilium Partners

Greg is Senior Managing Director at Consilium Partners LLC, a Boston-based middle market M&A advisory firm which he co-founded in 2000. Prior to co-founding Consilium Partners, Greg served as Managing Director and Group Head of the Middle Market Mergers and Acquisitions Group at FleetBoston Robertson Stephens where he was responsible for managing a team of M&A professionals with a focus on transaction sizes ranging from \$10 million to \$250 million. Prior to his position as head of the Middle-Market Mergers & Acquisitions Group, Greg was a Managing Director in the Mergers & Acquisitions Group of BancBoston Robertson Stephens, where he specialized in a range of sell-side and buy-side transactions in the Consumer, Industrial Growth and Media/Telecom sectors and served as a permanent member of the firm's Fairness Opinion Review Committee. In addition, Greg previously served as Director of Corporate Finance for KPMG. Before joining KPMG, Greg served for ten years in various positions at BankBoston including corporate finance, high technology lending and corporate development. Greg holds both an M.B.A. and M.S. in Finance from Boston College. Greg also holds the Chartered Financial Analyst certification, and is a member of the Boston Security Analysts' Society and the Association for Investment Management and Research.

