

In faster deals, preparation is the advantage

Transcript

GREG BEDROSSIAN

We at Drake Star (Partners) formed an AI Committee, Tech Committee, which is a global group of practitioners that it's ... how can we internally apply all these tech and tech-enabled solutions to help smooth out the deal-making. I think the flip side is through that food chain, and it has happened for years but it has accelerated here in 2025 and beyond, is buyers really are always looking for that next batch of data. It's always been a data-centric, buy-side lens. Now, with AI and with the expectation of companies being ... running analysis and cutting cohorts and cutting churn rates and everything six ways to Sunday, they're asking for a lot more.

So what does that mean? It actually helps Grant Thornton, because companies need to be ... and I'd be interested in others experience ... more prepared upfront before they're going to market. Unless there's an inbound bid of an attractive level where it's like, we got to hire some advisors and do a market check and we're ready to go. Otherwise, it's a process to get ready to go to market on the financial side, on the business side, so that ... when you're in-market, as we would call it, that process is streamlined. If you're hunting and pecking for answers to diligence questions in an M&A process, you kind of lost the message and it's not going to help from a valuation perspective.

MARK LIEBERMAN

And to segue off of that, and I promised Allison I wouldn't use any clichés, but one of my one of my favorite is the Abraham Lincoln line. When he was asked, "You have six hours to cut down the tree. How are you going to spend your time?" And he said, "The first five

hours, sharpening the axe, and the next hour, swinging the axe.” So to your point, is you’ve got to be prepared going into these conversations. Otherwise, you’re going to fumble during the conversations.