

LICENSE ADVISORY SERVICES: TRANSACTIONS

A&M License Advisory Services (LAS) provides comprehensive business and operational licensing support for companies experiencing large, complex, multi-step transactional events such as mergers, acquisitions or internal restructuring. Our lift and shift approach using technology-driven processes can facilitate license transitions in a streamlined and efficient manner, allowing us to process large volumes of changes within compressed timeframes. Regardless of industry, our experienced team will partner with all stakeholders to accurately evaluate pre and post transaction licensing obligations, coordinate inspections and other peripheral requirements, seamlessly secure needed licenses and decrease risk and costly delays.

THE A&M TAX APPROACH

Analyze License Footprint & Structure Changes

- Establish comprehensive license inventory/calendar pre and post transaction
- Create roadmap to execute license transition
- Secure involvement of appropriate stakeholders
- Submit formal notification letters to jurisdictions

Transition Licenses

- Research and related communication with jurisdictions
- Prepare and submit new license applications
- Resolve emergency issues to avoid fines, shutdowns, or delays in license issuance
- Identify and coordinate additional requirements to secure licenses (e.g., inspections, fingerprinting, background checks, advertising / public notice periods, etc.)
- Ensure all licenses transfer timely and without business disruption

Secure Licenses

- Coordinate with jurisdictions to confirm license issuance
- Obtain secondary soft-copy license
- Confirm licenses no longer required are properly closed
- Provide post-transition license calendar for ongoing compliance management

OUR VALUE



Seamlessly handle
license transitions
and related
compliance



Mitigate risks and
penalties; avoid
business
disruption



Thorough and
transparent research
that is well-
documented



Ability to transition
large numbers of
licenses in compressed
timeframes



Allows internal teams
to focus on other
important company
demands

CASE STUDY

CHALLENGE

Entity acquires a company with over 700 locations across the U.S. where the deal is set to close within an 11-week timeframe.

SOLUTION

Our team quickly assessed the requirements and processed over 9,000 licenses by the transaction close date without any business disruption. This included complex regulatory licenses, coordination of background checks, fingerprinting, inspections, and other added requirements.

THE A&M DIFFERENCE

Deep and broad resources: A&M provides a unique array of highly experienced professionals in M&A, restructuring, tax, corporate improvement and transformation to match the unique needs of each Client. Our LAS team embeds technology in processes to transition large volumes of licenses in an efficient manner.

M&A DNA: We understand the pressures and pitfalls of deal activity and can help with due diligence or post-acquisition planning to ensure the business entity obtains the licenses it needs without delay or disruption.

Six-sigma certified team members driving efficiency: Our LAS team includes six-sigma certified members who can apply an analytical approach to build process efficiencies and reduce costs.

Proven track record: Our team of experienced professionals have handled a significant number of license transitions stemming from M&A or other transactional events without experiencing any business disruption.

Tenacious pursuit: If there's a licensing issue, we will find and handle it. Our thorough approach to licensing matters is proactive in nature and ensures Clients won't be caught off-guard because a license was not secured or issues unresolved in time.

CONTACT US



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ABOUT ALVAREZ & MARSAL

Companies, investors, and government entities around the world turn to Alvarez & Marsal (A&M) for leadership, action and results. Privately held since its founding in 1983, A&M is a leading global professional services firm that provides advisory, business performance improvement and turnaround management services. When conventional approaches are not enough to create transformation and drive change, clients seek our deep expertise and ability to deliver practical solutions to their unique problems.

With over 9,000 people providing services across six continents, we deliver tangible results for corporates, boards, private equity firms, law firms and government agencies facing complex challenges. Our senior leaders, and their teams, leverage A&M's restructuring heritage to help companies act decisively, catapult growth and accelerate results. We are experienced operators, world-class consultants, former regulators and industry authorities with a shared commitment to telling clients what's really needed for turning change into a strategic business asset, managing risk and unlocking value at every stage of growth.

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