



# Mergers & Acquisitions

for E-Invoicing solution and service providers

## Subject

Within just a few years, the total business volume for E-Invoicing solution and service suppliers will amount to 5 billion euros.

This outlook attracted meanwhile more than 500 providers for service offerings. Others are still entering into this field. But just a few can cover the required geographical regions and have a critical size.

Most of them should grow by mergers & acquisitions.

The best time to do this is before the expected market consolidation will happen in 2011 - 2013.

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## Contents

As market expert, we can localize potential partners and bring together providers.

Our support can include:

- Joint definition of the ideal partner (complementary either regarding the products or market segments, size)
- Research of potential candidates with resulting long list
- In-depth analysis and sort-out 3-6 potential targets
- Contact the management/shareholder of targets under neutral name, check willingness for M&A
- Define joint strategy and business case
- Due-diligence
- Develop the contractual framework
- Structuring and coaching the take-over

## Participants

Board of Directors, Executive Managers und Business Development responsible

## Duration and length of engagement

3-12 months should be set aside for this project.

## Cost

Please ask for your individual proposal.

## Benefits

- Target-oriented, structured and global approach
- Expert know-how derived from the field
- Use of internationally proven models and methods