



**July 30, 2018**

**Jim-** You intend to charge a \$1,000 per “slot” monthly retainer (a single client is allowed a maximum of 3 “slots”- just 12 “slots” in total are available). What will my firm actually get for our \$1,000 per “slot” investment with your new “concierge” M&A VIP consulting service?  
**Prospective M&A VIP Client**

- 1) A part-time (ie: 1, 2 or 3 months of a year) “Corporate Development” (ie: “M&A”) person who is not on your company payroll *per se*. **Note:** One “slot” = one month of consulting
- 2) “First look” at all deals that I uncover that appear to be a fit for your company’s acquisition criteria which hopefully you and I would have developed at the onset.
- 3) Customized template page on your company’s website for all “Corporate Development” (ie: M&A) related activities purposes...I will even take care of setting-it-up for you.
- 4) Assistance with all of your potential M&A opportunities for **no additional hourly or per diem charges**, albeit contingently and only if a deal closes then it is at the following rates:
  - (a) Flat \$15,000 if you present me with a “lead” that ends up producing a closed transaction or if you simply want me to work on the deal with you providing guidance and counsel.
  - (b) Lehman-scale (5-4-3-2-1% in million dollar increments of transaction value) if I present a deal to you that ends up actually closing.
- 5) Quarterly & Annual review with comments about the financial reporting done by either your internal accounting staff and/or your outside CPA firm (**optional**)
- 6) Quarterly calculation of your firm’s “adjusted” EBITDA and valuation (**optional**)
- 7) Assistance in helping you set-up an outside Board of Directors (or “Advisors”) or assistance with hiring/replacing members of your Top Management Team. (**optional**)

And the **ABSOLUTE BEST NEWS** is that when a deal closes, I will credit back to you **any and all** amounts that you have advanced Corporate Development Associates (may carry over year-to-year) against either (a) or (b) above. In essence, if you are planning on doing any deals whatsoever, your investment in M&A VIP consulting services would basically be **\$0.00**.

**PS** You may cancel your participation in this M&A VIP program at any time for any (or no) reason should you not be completely satisfied with your experience...



Served as financial advisor to



Signal Hill, California

in its acquisition of



Phoenix, Arizona

June 2018

Corporate Development Associates assisted with financial analysis and document preparation and represented the buyer PDF Print Communications, Inc. in completing this acquisition.

*This announcement appears as a matter of public record with the approval of our client PDF Print Communications, Inc.*



Served as financial advisor to



Signal Hill, California

in its acquisition of



McFarland, Wisconsin

April 2018

Corporate Development Associates initiated this opportunity, assisted in negotiations and represented the buyer PDF Print Communications, Inc. in completing this acquisition.

*This announcement appears as a matter of public record with the approval of our client PDF Print Communications, Inc.*



Served as exclusive financial advisor to



Bel Air, Maryland

in its sale to



Norcross, Georgia

January 2018

Corporate Development Associates initiated this opportunity, assisted in negotiations and represented the shareholders of Kramer-Smilko, Inc. in completing this sale.

*This announcement appears as a matter of public record with the approval of our client Kramer-Smilko, Inc.*



in cooperation with



Served as exclusive co-financial advisors to



Monaca, Pennsylvania

in the sale of certain operating assets to



Alpharetta, Georgia

October 2, 2017

Corporate Development Associates in cooperation with Graphic Arts Advisors, LLC initiated this opportunity, assisted in negotiations and represented the shareholder of Datatel Resources Corporation in completing this sale.

*This announcement appears as a matter of public record with the approval of our client Datatel Resources*



Served as exclusive financial advisor to



Reno, Nevada

in its sale to



Norcross, Georgia

October 2017

Corporate Development Associates initiated this opportunity, assisted in negotiations and represented the shareholder of e-Quantum, Inc. in completing this sale.

*This announcement appears as a matter of public record with the approval of our client e-Quantum, Inc.*



Served as exclusive financial advisor to



Sun Prairie, Wisconsin

in its sale to



Plymouth, Minnesota

June 2017

Corporate Development Associates initiated this opportunity, assisted in negotiations and represented the shareholders of Badger Graphic Systems in completing this transaction.

*This announcement appears as a matter of public record with the approval of our client Badger Graphic.*



Served as exclusive financial advisor to



Goffstown, New Hampshire

in its sale to



Columbia, Maryland

Peak-Ryzex is a portfolio holding of



Chicago, Illinois

August 2016

Corporate Development Associates initiated this transaction, assisted in negotiations and represented the shareholder of NTI Data Products, Inc. in completing this transaction.

*This announcement appears as a matter of public record with the approval of our client NTI DP, Inc.*



Served as financial advisor to



BRAND LEVERAGE DELIVERED

New York, New York

in its acquisition of



Suwanee, Georgia

January 2016

Corporate Development Associates initiated this opportunity, assisted in negotiations and represented the shareholders of SmartSource in completing this acquisition.

*This announcement appears as a matter of public record with the approval of our client SmartSource.*

# Jim Anderson's bio/background info

August 2018



- Born in Montclair, NJ and grew up in northwestern NJ
- Graduated from Roxbury High School (No. Jersey) in 1965
- Graduated from Rutgers University (New Brunswick, NJ) in June 1969 with a BA in Business Administration

From June 1969 until December 1981, Jim was a principal in the national print distributorship known as Automation Papers Co., Inc. based in Fairfield, NJ (Sales \$8-9MM). Jim merged APC with their primary trade supplier (*small paper roll converter/printer Stenco Paper Products*) in December 1981 and personally relocated his family to Indianapolis, IN to assume the role of President of the combined operation (Total Sales ~ \$18MM). Due to the wishes of Jim's senior partner (*Allen Davis-a second generation owner*) they sold APC & Stenco (*aka Davand, Inc.*) to fellow paper roll converter Cutting International (*based in Toronto, Canada*) in July 1986. Jim departed Cutting in January 1987 and began providing M&A consulting services in June of that same year.

From June 1987 to May 1993, Jim owned and operated the Indianapolis, IN “franchise” office of then Denver-based M&A consulting firm [Corporate Finance Associates](#). In May 1993, he relocated his M&A practice to Hilton Head, SC and withdrew from the CFA “franchise” system, renaming his M&A firm Corporate Development Associates. Jim subsequently relocated his family and M&A practice to Scottsdale, AZ in July 2000 to escape hurricanes. Visit CDA on the web: [CDA](#)

In January 2001, Jim accepted a position as Managing Director of the Phoenix office of the Denver-based investment banking firm JD Ford (*then owned 50/50 by Joe Durnford and the [Minor & Brown](#) law firm*). Visit JD Ford on the web at: [JD FORD](#). Jim's “associate” in the Phoenix office was our former US Vice President Dan Quayle. JD Ford elected to close their Phoenix branch office after 911 and dissolved their “figurehead” relationship with former VP Dan Quayle.

In April 2002, Jim accepted a long-term “consulting” assignment to both form and be the President of the then \$165MM strategic alliance UnigraphicsUSA. Jim returned full-time to his Scottsdale-based M&A practice in January 2004. **Note:** In early 2013 UnigraphicsUSA was rebranded [Integrated Print Partners](#)

In early 2006, Jim identified and initiated the acquisition of NCR's \$36MM *LaserSelect*® and business forms plants/product lines for Atlanta-based PRINTSouth Corporation. Jim was offered the VP Western Region post (*based in Tempe, AZ*) as a one year “consulting” assignment. In December 2010 PRINTSouth was acquired by the [Staples Print Solutions](#) Div. of Staples, Inc. In July 2016 Staples Print Solutions was acquired by [Taylor Communications](#).

In August 2007, Jim once again returned full-time to his Scottsdale-based M&A practice. In June 2018, Jim celebrated 31 years as an M&A consultant and dealmaker helping clients complete over 200 transactions during that timeframe.

Jim has six (6) children (43-25) and two (2) grandsons. He resides year-round with his wife of 35 years (Donna) in the Gainey Ranch section of Scottsdale, AZ.