Mergers & Acquisitions

Overview

For decades, business owners, executives and investors have turned to Munsch Hardt for expert advice and counsel related to the acquisition or disposition of mature businesses and their assets. Although we represent multi-billion dollar conglomerates and other large business enterprises, our emphasis in transactional matters is on the middle-market – primarily private companies at various stages of growth, conducting transactions valued between $10 MM and $500 MM. This frequently leads to negotiating multistate, cross-border transactions on both the buy and sell side.

Our attorneys are experienced in guiding deals through virtually any transaction or financing structure your company may wish to pursue, including:

- Mergers
- Acquisitions
- Divestitures
- Defensive planning and restructuring
- Friendly and hostile takeovers, including advice on fiduciary duties in takeover situations
- Going private transactions
- Joint ventures and strategic business combinations
- Leveraged buyouts
- PIPE transactions
- Recapitalizations, and significant corporate investments
- Spin-offs
- Stock sales and purchases
- Tender offers

From deal inception to business integration, our attorneys provide start to finish assistance with structuring, negotiating and closing the deal. This traditionally includes managing a focused and efficient due diligence process, drafting and negotiating letters of intent, definitive agreements, proxy statements and ancillary documents, such as employment and non-compete agreements.

We pride ourselves on being more than just attorneys; we are business advisors. Our clients can expect to work directly with an experienced attorney who remains hands-on all the way through the closing process. Because we have special expertise serving emerging growth and established companies in the middle-market, we understand the need for cost-effectiveness and flexibility. Our teams include the right number of lawyers with the right experience at a total cost that is significantly less than that of national or international law firms.

Experience

Mobile Payments
Acquisition of SK C&C USA, Inc. from SK Holdings Co. Limited (Republic of Korea)

Data Center
Sale to EdgeConneX

Online Auto Sales
Sale of Texas Direct Auto to Vroom, Inc.

Legacy Database Migration
Merger of Sophisticated Business Systems ("ATERAS") with Blue Phoenix Solutions Limited ("MDSY")

Energy Management Software/Services
Sale/Merger of MRDB Holdings, LP with Avista Corp./Ecova, Inc.

Mobile App Marketing
Sale of rewards platform company to mobile advertising and marketing platform

App Development
Sale of app development company to strategic buyer

Software as a Service
Sale of SaaS financial services firm to private equity group

Data Management Software
Purchase/Investment by Trinity Private Equity Group of Utopia Holdings, LLC

Telecom
Sale/Merger of Telecom Global Solutions Holdings, Inc. with Flextronics International LTD

Hardware
Sale/Merger of SBS Technologies, Inc. with GE Fanuc Embedded Systems

Supply Chain Software
Sale of i2 Technologies, Inc. to JDA Software Group, Inc.

Education Services
Sale of Children’s Choice Learning Centers to Bright Horizon’s Family Solutions (NYSE: BFAM)

Auto Insurance
Sale of Baja Auto Insurance to Confie Seguros

Food Equipment Manufacturing
Sale of TSA Griddle Systems, Inc. to CPM Holdings, Inc.

Parts Manufacturing
Sale of forging company to private equity group

Boiler Company
Sale of Holman Boiler Works, Inc. to Cleaver-Brooks, Inc.

Energy Services
Sale of Permian Basin Sand Haulers of Texas, LLC to Francis Drilling Fluids, LTD.

Energy Production
Acquisition of Casedhole Solutions, Inc. by C&J Energy Services, Inc.

Oil and Gas Equipment Manufacturing
Sale of Downing Wellhead Equipment, LLC to Argonaut Private Equity

Healthcare Revenue Cycle Management
Acquisition of Davincian Technologies, Inc.

Health Care
Joint venture between the nation’s leading private hospitalist and intensivist company and the largest faith-based health care delivery systems in the U.S

Tele-Health Services
Sale of AmeriDoc, LLC to TelaDoc, Inc.

Medical Supplies
Sale of Longhorn Health Solutions, Inc. to Satori Capital

Oil and Gas Drilling Data
Sale of RigData to S&P Global/Platts

Professional Services
Sale of Professional Employer Organization (PEO) to private equity backed portfolio company

Retail Services
Sale of Davaco, Inc. to Crane Capital Group

Event Marketing
Acquisition of Warehouse Demo Services, Inc. by Club Demonstration Services, Inc.

Retail Brand Development
Acquisition of Assets of LISS Global, Inc.by Daymon Worldwide, Inc.

Advertising
Sale of Radiant Outdoor, LLC to private equity group

Building Products
Sale of construction materials company to private equity backed portfolio company

Outsourcing
Sale of NovaLink, Inc. to Argenta Partners

Movie Production
Preferred equity investment in movie production fund

Financial Services
Sale of Propel Financial Services to a private equity group

Automobile Equipment Manufacturing
Sale of Wheel Pros to Audax Private Equity

Organic Food Products
Joint venture involving Wild Oats, LLC

Real Estate

Joint venture between a leading multifamily housing developer and an insurance company to develop a high-rise, mixed-use project in Arizona

Aviation

Joint venture between a Dallas-based company and a Frankfurt, Germany-based company to operate a Boeing aircraft out of Dubai International Airport

Restaurants

Sale of a restaurant chain to a private equity firm

Practice Leaders

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Related People

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Josh Botts
William Cavanaugh
John Cornwell
Layne Deutscher
Mark Girtz
A. Michael Hainsfurther
Robert Kibby
Allison Knight
Mark Kopidlansky
J. Lucas Lechler
Peter Lorenzen
David Sloan
Christopher Speer
Courtney Tawresey
Glenn Valentine

W. Phillip Whitcomb
Austin Wyker

Related Practices

Corporate & Securities
Corporate Governance
Private Equity, Venture Capital & Investment Funds
Succession Planning
Private Securities Offerings
Corporate Structuring
Entity Formation
Family Offices
Joint Ventures

Related Industries

Admiralty & Maritime
Financial Services
Construction
Energy
Health Care
Hospitality
Insurance
Manufacturing
Real Estate
Retail
Technology & Telecommunications
Transportation

Newsroom

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Article: A List Of Common M&A Transaction Showstoppers

Press Release: Munsch Hardt Attorney Closes Two Middle-Market Transactions, Signs Up a Third in Less Than 30 Days

In The News: Munsch Hardt Adds Corporate Finance Partner in Houston

Press Release: Munsch Hardt Client Wins Midsize Deal of the Year at D CEO + ACG M&A Awards

Press Release: Munsch Hardt Grows Corporate & Securities Section with Addition of W. Phillip Whitcomb

Press Release: 6 Munsch Hardt Attorneys Recognized as 2015 Best Lawyers in Dallas by D Magazine

Article: Insurance Issues in Mergers and Acquisitions

Press Release: Dallas Business Journal Announces North Texas Top Mergers & Acquisition Finalists

Article: Three M&A Points in Three Minutes: Tips for Purchase Price Adjustments

Article: Three M&A Points In Three Minutes: Alternative Sources Of Capital In A Tough Economy

Article: How To Draft Better Letters Of Intent For M&A Transactions

Article: Key Provisions In M&A Confidentiality Agreements

Article: Getting Ready For An M&A Transaction If You're The Buyer

Article: Getting Ready For An M&A Transaction If You're The Seller