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Mergers & Acquisitions

A cornerstone of Jaffe's history is its robust middle-market mergers and acquisitions practice. Our sophisticated national practice extends to both public and private companies where we represent both sellers and purchasers in a wide array of industries. We expertly negotiate and structure mergers, equity and asset purchases and divestitures (both tax-free and taxable), spin-offs, recapitalizations (both majority and minority), and management buyouts. Our attorneys are experienced in developing creative strategies designed to navigate the issues that arise in all phases of these transactions and maximize value for our clients.

At Jaffe, we are sensitive to the issues of family-owned businesses looking to partner with private equity investors to sell a minority or controlling interest in their businesses which they have nurtured and grown from start-up, while protecting the value created by their entrepreneurship. We also have extensive experience representing private equity funds and fund-less sponsors in acquisitions and divestitures and are attuned to the specific needs and challenges faced by them in the market. We generally view ourselves as a "deal shop" and pride ourselves on delivering the personal attention and cost efficiencies of a smaller firm with the breadth of services and experience of a much larger firm. We pride ourselves on creativity, practicality, and responsiveness.

Our cross-disciplinary team of experienced attorneys work together to address the specific needs of our clients and often develop creative solutions to problems that may otherwise derail an important transaction. Our deal teams generally consist of a few attorneys (one or more seasoned partners and associates) to work closely with you from beginning to end. We rely on our deep bench of specialists in other practice areas, including employment and labor, environmental, executive compensation and employee benefits, estate and wealth planning, intellectual property and information technology, real estate, and tax to handle specific issues as they arise. At the initial stage of every transaction, we work closely with our tax group to structure the transaction in the most tax efficient manner.

Service Index

- Structuring, drafting and negotiating all aspects of an M&A transaction and all associated agreements
- Negotiation of all financing related agreements and documentation, including all equity rollover agreements
- Negotiation of investment banking engagement letters
- Conducting due diligence reviews of target companies
- Negotiation of post-transaction employment-related matters
- Advising on post-closing working capital and/or indemnification disputes
- Advising Boards of Directors on the process and applicable fiduciary duties