

Social Firms Scotland

 in business for good

Social Firms create work in commercial businesses for people who are severely disadvantaged in the labour market.



LOTTERY FUNDED





Why?

- Increase the mix
- Risk and Capacity



- Acquisition failure

- Risk Management



How?



Who?



- Purchasers
 - “maybe considering acquisition”
 - Ready to buy
- Sellers
- Funders
- Advisers
- Intermediaries

Process



Phase 1 Strategy	Phase 2 Planning	Phase 3 Execution	Phase 4 Negotiation	Phase 5 Completion	Phase 6 Integration
Business plan ↓	Identify team ↓	Approach target ↓	Heads of Agreement ↓	Completion documentation ↓	Implement integration plan ↓
Acquisition strategy ↓	Start search ↓	Give confidentiality ↓	Due Diligence, plan integration ↓	Completion meeting ↓	Monthly integration review ↓
Finalise acquisition criteria ↓	Identify & screen targets ↓	Social screening ↓	Finalise deal structure & price ↓		1 yr strategic review ↓
Fund raising proposal & implementation		Evaluate synergies	Finalise agreement		

Acquiring business 4 good programme support from Social Firms Scotland

Intermediary support from programme stakeholders

Professional advisers

Partners

- Johnston Carmichael
- RBS
- Baker Tilly
- Big Lottery Fund
- Brodies
- BTO
- CEIS
- DTAS
- Chambers of Commerce
- Eriskay Associates
- Scottish Family Business Ass.
- Social Investment Scotland
- Cranfield Trust
- Inspiring Scotland
- Forth Sector
- MacRoberts
- Morton Fraser
- Pilotlight
- Scott Moncrieff
- Kersland Associates
- Scottish Government
- Senscot
- SSEC
- Triodos
- Shepherd + Wedderburn
- Acumen
- Ledingham Chalmers
- McGrigors



The Panel

- Alan Kelly from MacRoberts
- Stewart Geddes from RBS
- Alastair Dunn from bto

