

## EXERCISE

# DEAL PROCESS OVERVIEW

### *Background*

You've been assigned to an asset purchase deal for SPI Components, a manufacturer of bike parts and accessories. SPI is going to be acquired by Tempo Cycles, a manufacturer of high-performance road bikes. The senior associate asks you to help her put together a response to the following email from SPI's General Counsel:

Hi,

As you know, this is the first time we're involved with an acquisition. To better prepare the team (and me!), could you send over a brief overview of what a typical deal entails, including the general deal process and any timing matters we should consider? Nothing fancy – just a general overview so we can avoid wasting time on amateur mistakes/questions. My background is in IP law so I feel a bit out of my depth!

Thanks very much.

### *Instructions*

Think about the response and come prepared to discuss your thoughts.