

# Richard Vander-Kaay & Associates, Inc.

Driving Deal-Flow Through Precise Targeting and Business Intelligence



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*Having access to the millions of companies and executives can make the difference between a mediocre match and a solid fit with our clients' acquisition criteria.*”

—Richard Vander Kaay,  
RVK Founder

To maintain an advantage in today's competitive M&A environment, Richard Vander Kaay & Associates, Inc. (RVK) constantly strives to identify new tools with which to more effectively create proprietary deal flow.

Instrumental in succeeding at this effort are tools like OneSource, one of the most up-to-date external database resources available. Recognizing that the success of a given deal hinges on an intermediary's knowledge as much as his/her relationships, RVK augments the knowledge base of its staff through this and other outside resources. This approach helps ensure that acquisition candidates meet buyer clients' specifications with the greatest possible accuracy.

Integrating content from over 30 diverse providers, representing 2,500 separate information sources, OneSource offers the most extensive library of integrated, company-linked business information on large- and mid-sized organizations in the world. "Having access to millions of companies and executives can make the difference between a mediocre match and a solid fit with our clients' acquisition criteria," says RVK founder, Richard Vander Kaay.

The company's Director of Database Management & Information Services, Lisa Vander Kaay, concurs, "OneSource helps improve the targeting process because it provides fast access to specific information on a wide array of businesses." Here's how it works:

Keeping in mind the goals defined in a client's custom-tailored profile, plus relevant SIC, NAICS codes, and keywords, the firm searches OneSource by company demographic details, executive listings & biographies, corporate hierarchy data and financials. Using these attributes to screen companies and create a target population within OneSource, RVK compiles a list of potential candidates.

The firm then exports the data pertinent to potential sellers from OneSource into its own customized database system. Furthermore, it notes news wires, trade and business press, sellers' parents and subsidiaries, colleague links, company and industry analyst reports, industry overviews, trends and market research. Data from government and non-government organizations, and commercial and investment banking sources also play a key role, where applicable.

The above data enables RVK deal teams to, in turn, cross-reference, sort and extract data by numerous variables, including industry, location, company size, investment criteria, and SIC codes. It also gives them the knowledge base they need to begin outreach—in which they can have total confidence.

According to Richard Vander Kaay, OneSource is an integral part of the three-part equation by which the firm's professionals create exceptional proprietary deal flow: tools, systems, and people.

Utilizing this powerful tool, he says, is a means for its staff of 14 to augment its practical expertise in strategic planning, product development, sales and marketing, manufacturing and finance. In short, OneSource is just one more way RVK stays at the top of its field by providing its clients with the latest, most accurate information on potential acquisition candidates.

## About Richard Vander Kaay & Associates, Inc.

A leading U.S. merger and acquisitions consulting firm, Richard Vander Kaay & Associates, Inc. has successfully created proprietary deal flow for investors and business owners since 1982. The firm, which focuses on private equity and corporate client-directed acquisition search projects, has completed a significant number of middle-market deals in a broad range of manufacturing, distribution and professional services industries.

Company Profile	<ul style="list-style-type: none"><li>■ Leading US mergers &amp; acquisition consulting firm</li><li>■ Specializes in private equity and corporate client-directed acquisition search projects</li></ul>
Challenges	<ul style="list-style-type: none"><li>■ Maintain competitive advantage in highly-competitive M&amp;A industry</li><li>■ Identify private company acquisition candidates that meet client-directed specifications</li><li>■ Establish trust and build lasting relationships with buyers and sellers</li></ul>
OneSource Solution	<ul style="list-style-type: none"><li>■ US Business Browser and US Company Premium web-based solutions</li><li>■ OneSource company demographic details, executive contacts, corporate hierarchy data, and financials integrated into custom database management system</li></ul>

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