

# WHEN EXPERIENCE COUNTS . . .

- **How do we make sure that we buy the right company and technology?**
- **How can we fund our expansion fast?**
- **Will this new merger still be a success in two years?**
- **How can I manage this acquisition and not overwhelm my staff?**
- **What will it take to sell my business for a fair price? But, I don't want to hurt my customers.**

Important issues for any business. You now have available to you high quality experience for discussing these issues at your next board meeting, executive planning session, business development workshop, seminar or conference.

Steve Scott has delivered over 200 talks, many tailored specifically for your industry. Custom designed sessions are now available relating to these popular areas of interest:

## Strategic Development

- Target - Acquisition: The Role of Strategic Assessment.
- The Importance of Global Standards in Today's Competitive Environment.

## Capital Structure

- Fast Funding for New Operations.
- Protecting Investors Means Easy Financing.

## Mergers, Acquisitions and Divestiture

- Top Ten Tasks to Make a Merger Successful.
- Finding the Right Strategic Partner for You.
- Acquisition Success: The Critical Components.
- The Six Most Important Steps to Selling Your Business for a Profit.
- Protecting your Employees During a Buyout or Merger.
- Setting up for a Fast and Simple Merger or Acquisition.

## Corporate Rescue and Turnaround

- Eight Critical Stages to Turn and Renew a Company.
- Face the Major Issues of Getting on Track.

*Please ask for the complete list of industry specific topics for technology-based industries and organizations.*

## about the speaker

» STEPHEN SCOTT «

Mr. Scott offers an unique breadth of experience and insight into the business process. He has trained in business, finance, strategic marketing, science, technology, and law. Mr. Scott has held top key positions at leading firms for pharmaceutical process inspection, software development, e-commerce, DNA diagnostics, biomedical research and industrial automation. He currently is President of Technology Acquisition Group. TAG specializes in assisting client companies manage the process of divestiture, merger and acquisition, capital structure and strategic development.

During his career, Mr. Scott has completed the purchase of six companies and divisions. In addition, he assisted many leading companies, like General Electric, IBM, Warner Lambert, and Johnson & Johnson, acquire critical technology for processes and products.

He has 25 years of hands-on experience in leading companies to better their bottom line through focused marketing, rapid product development, organizational structuring and technology mix. He has launched over 225 products ranging from industrial electronics and software to medical instruments and biomedical products. He is experienced in evaluating and managing the full range of functional areas for a company. Mr. Scott is fluent in a broad range of technologies such as biotechnology, electronics, computers, software, internet, telecommunications, e-commerce, vision, pharmaceuticals, and diagnostics. He has assisted in raising \$45MM and further commitments for over \$275MM.



Mr. Scott has been active in several professional organizations, such as the Corporate Director's Forum, Automated Imaging Association, BIOCUM San Diego, Suburban Maryland High Technology Council, Pharmaceutical Sciences Group and the American Electronics Association. He is listed in the "Who's Who in the Computer Industry."

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