



Business Transfers • M&A • Consulting

ABOUT US

Ridge Hill Partners, Inc. is a mergers and acquisition firm, or business brokerage, assisting business owners in the sale or acquisition of existing businesses. Located in Needham, Massachusetts, Ridge Hill Partners serves primarily New England, with past engagements as far as New Jersey, New York and Georgia. Our national affiliations provide access to buyers and sellers around the country. Ridge Hill Partners focuses on companies with revenues ranging from approximately \$1 million to \$10 million.

WHY WE ARE DIFFERENT

Ridge Hill Partners focuses on companies “with a story to tell.” Most “main street” business brokers are too worried about the volume of listings to take the time to tell complex or strategic stories. Most investment banks do not typically reach individual buyers and often do not serve smaller businesses. We are careful to take a limited number of listings and select those that need both a high degree of understanding on the part of the buyer and a strategic marketing plan.

OUR CLIENTS

Typically, our clients are sellers of businesses. They are most concerned with Confidentiality. They also do not want to be distracted by the process of selling the business. We keep these objectives in the forefront and operate with a process that both protects the Seller and minimizes their distractions. Sometimes, we assist corporate buyers in the development of their acquisition strategy and targeted, confidential searches to find suitable candidates.

OUR BUYERS

Each of our engagements demands and deserves a customized marketing plan. Our Buyers come from three areas: individuals, private equity (financial) buyers and strategic buyers. Each business may be right for one, two or all three buying groups; it is our strategy that both identifies and prioritizes this marketing plan.

OUR SERVICES

- Consultation on positioning companies for future sale.
- Advising upon and developing exit strategies.
- Developing growth through acquisition strategies and performing targeted searches.
- Third party valuation services.
- Authoring of Offering Memorandums.
- Development and implementation of Confidential marketing strategies.
- Buyer management, qualification and negotiations.
- Complete transaction support through closing.

OUR PRINCIPALS

Paul Siegenthaler, President: (781) 453-9984 or paul@ridgehillpartners.com

Walter Huskins, Jr., Senior Vice President: (617) 965-6177 or whuskins@ridgehillpartners.com

RECENT TRANSACTIONS

October 2008

**The Harvard Book Store
Cambridge, Massachusetts**

An internationally known, 75 year old retailer located in Harvard Square.

Acquired by: Individual

Ridge Hill Partners advised the Seller

August 2008

**Fulgent Media Group
Boston, Massachusetts**

A media consulting firm specializing in digital media and on-line strategies

**Acquired by: Alloy, Inc.
(Nasdaq: ALOY)**

Ridge Hill Partners advised the Seller

March 2008

**The Post Club
Newton, Massachusetts**

A personal networking and matchmaking organization in business more than twenty years.

Acquired by: Individual

Ridge Hill Partners advised the Seller

September 2007

**The Exchange Authority
Pepperell, Massachusetts**

A consulting firm specializing in complex real estate transactions

**Acquired by:
Fidelity Co-operative Bank**

Ridge Hill Partners advised the Seller

March 2006

**The MBA Tour
Winchester, Massachusetts**

A twelve year old company which organizes recruiting trips and provides marketing and consulting services to elite graduate business programs worldwide.

Acquired by: Individual

Ridge Hill Partners advised the Seller

December 2005

**Earl Webb and Co., Inc.
West Roxbury, Massachusetts**

A fourth generation home heating oil distributor.

Acquired by: MacFarlane Oil

Ridge Hill Partners advised the Seller