



The Technology M&A Guidebook

Ed Paulson

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The comprehensive, practical guide to buying, selling, and merging technology companies

The Technology M&A Guidebook provides executives and entrepreneurs interested in acquiring or selling a technology company with everything they need to know about the entire M&A process, from identifying target companies or buyers to financial analysis, due diligence, tax issues, valuation, and legal considerations.

This book explores specific issues that are unique to technology M&A: assessing the impact of technology sector high-change rates; market-driven product development; company culture issues; engineers as managers and managers as engineers; consumer and technical product differences; technology marketing issues; intellectual property considerations; Internet interaction; and more. It also provides detailed analyses of factors involved in acquiring companies from different sectors, including:

- * Semiconductor equipment and chip manufacturers
- * PC/workstation and related hardware companies
- * Software businesses
- * Data networking and telecommunications firms
- * Internet-related companies

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