The Beacon Group Announces Launch of its M&A Advisory Practice

Portland, Aug 13, 2020 (Issuewire.com) - The Beacon Group, a growth strategy consulting firm serving companies in the Fortune 500, announced today the launch of its M&A Advisory Practice. The M&A Advisory will be led by Jesse Toronto, Vice President with the firm who also leads Beacon's Industrial Technology Practice area. In his new role leading the M&A Advisory, Mr. Toronto will leverage his extensive background in commercial lending, investment banking, and M&A transaction advisory prior to joining Beacon. Jesse has directly supported past and current clients on over 65 M&A transactions totaling over $7B in deal value.

The M&A Advisory Practice offers targeted support in building strategic acquisition road maps, identifying and vetting actionable target candidates, and providing rapid target and market due diligence for late stage M&A processes where time is of the essence.

After years of providing inorganic growth strategy support to its public and private equity clients through Beacon's industry practice teams, the firm announced the formation of a dedicated practice to focus solely on the buy-side M&A support needs of our clients. Speaking on the announcement, Cliff Farrah, Founder and CEO, The Beacon Group, said, “As a firm, about 30% of our work historically has involved inorganic growth, and we expect that to continue. The introduction of this new horizontal practice area is a reflection of the expertise we've developed over the past 19 years, and a recognition of our work supporting both enterprise and private equity clients. I'm excited to see our offerings continue to grow.”

Jesse Toronto, Vice President, The Beacon Group added, “Given the increasing importance of inorganic strategies to achieve their broader growth goals, being able to offer specific M&A support capabilities to our clients is critical. The combination of Beacon's industry leading growth strategy and market research capabilities makes the M&A offering even more compelling. Given the market uncertainties of the post Covid world our clients are facing, growth through acquisition will certainly become more important. This is an exciting time to be expanding our offering to help our clients meet those goals.”

Beacon's M&A Advisory practice can provide buy-side support for both corporate development and private equity clients to help accelerate their acquisition planning and execution. This includes support in assessing and executing on targets in international markets where visibility into the regulatory landscape, market dynamics, and leading players is limited.

For more information about The Beacon Group and working with us, please contact Natalie Barr at nbarr@beacongroupconsulting.com

About The Beacon Group

For nearly twenty years Beacon has carved a niche as a premier advisor on issues of innovation, disruption, and international, adjacent, and emerging market growth for the Fortune 500. We complement classic, commonly used growth assessments with a variety of Beacon's proprietary frameworks and methodologies to objectively assess the opportunities our clients face.

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