

Company Sale in the Elevator Industry



An owner of an elevator service company wants to retire. There is no suitable successor in his family. After an initial meeting BT analysed the business and prepared documents for the potential investors. The seller prepared business data for the investors for the due diligence phase. After aligning on the sale strategy BT started the sale process.

BT generally structures a sale process like you can see below:



General duration: 4-8 months, in this case 5 months