Ennis Pellum & Associates, CPAs

Transaction Advisory Services

Your Partners For Success

48

Years in business

52

Employees

2,335

Happy clients in 35 states

About Us

- Founded in Jacksonville in 1978
- Locally owned certified public accounting and consulting firm
- Responsive and personalized service
- Our priority - we're committed to the success of our clients and our people
- Active in the community
- Recognized locally, statewide and nationally as a Best Place to Work, a Company with Heart, and a Healthiest Company
- As an independent member of the BDO Alliance USA, we combine local, personalized service with the resources of a national firm.

Our Experience

- Expertise providing transaction advisory support (TAS) services for buyers and sellers across a variety of industries
- Seasoned team members and ready access to client service team
- Client focused service approach with proactive communication
- Smooth, efficient process to deliver timely and actionable insights for your transaction

Mission

Since 1978, our firm has been committed to a single mission: helping our clients and our people achieve success, one relationship at a time. We believe that success means different things to different people and active listening helps us understand what success means to you.

AN INDEPENDENT MEMBER OF BDO ALLIANCE USA

Navigating Complex Transactions

Mergers and acquisitions require more than clean financial statements. With significant financial stakes and long-term implications at play, successful transactions demand deep financial insight, clear communication, and experienced guidance from start to finish.

Ennis Pellum's Transaction Advisory Services (TAS) team provides focused support throughout the M&A process—helping clients understand earnings quality, working capital dynamics, tax implications, and deal structure to achieve the best possible outcome.

We work with clients on both the buy-side and sell-side, partnering with business owners, private equity groups, and their M&A advisors to move through complex transactions with clarity.

Our Transaction Advisory Services

Buy-Side Advisory Services	Sell-Side Advisory Services
Quality of Earnings and Financial Due Diligence	Sell-Side Quality of Earnings and Financial Due Diligence
Working Capital Analysis	Working Capital Preparation
Tax Due Diligence and Deal Structuring	Tax Due Diligence and Deal Structuring
Transaction and Post-Close Support	Transaction Readiness and Buyer Support

How We Work

Our Transaction Advisory Services engagements reflect the core values that define Ennis, Pellum & Associates, CPAs—excellence, integrity, proactivity, respect, and balance. We don't just deliver reports; we deliver clear findings and practical guidance that keep transactions moving forward.

Partner-Led Engagements

Experienced partners and principals remain actively involved from initial planning through closing

Collaborative Approach

We work within your existing advisory team — attorneys, investment bankers, accountants, private equity groups, and wealth advisors

Proactive Communication

We provide regular updates and keep communication open with management and stakeholders throughout the engagement

Focused on Your Timeline

M&A transactions move on tight schedules. Our team is structured to meet aggressive deadlines without cutting corners

Buy-Side Advisory Service Process

Acquiring a business requires more than reviewing financials—it requires understanding what those numbers actually mean. Our buy-side advisory services help you evaluate target company performance, surface risks, and structure the transaction for the best possible outcome.

1. **Conduct Quality of Earnings Analysis**
   Assess true economic earnings, cash flow, and EBITDA normalization

2. **Evaluate Revenue & Expenses**
   Review customer concentration, one-time items, and accounting policies

3. **Analyze Working Capital**
   Assess historical trends and establish targets for the purchase agreement

4. **Conduct Tax Due Diligence**
   Review compliance, evaluate structure, and analyze NOLs and tax attributes

5. **Advise on Deal Structuring**
   Optimize entity structure and evaluate 338(h)(10), 754, and multi-state considerations

6. **Provide Post-Close Support**
   Assist with working capital true-ups, earnouts, and integration planning

Sell-Side Advisory Service Process

How you prepare to sell matters as much as the business itself. Our sell-side services help you get ahead of buyer due diligence, present your financials with confidence, and move through the transaction process on solid footing.

1 **Prepare for Due Diligence**
Conduct sell-side QoE and financial due diligence

2 **Analyze Working Capital**
Analyze historical trends and establish normalized targets

3 **Conduct Tax Due Diligence**
Review compliance, evaluate structure, and assess liabilities

4 **Prepare Transaction Readiness**
Prepare financial statements and data room materials

5 **Manage Buyer Requests**
Coordinate with attorneys and investment bankers

6 **Support Management**
Guide management through LOI and definitive agreement

The EPA Way

LISTEN TO UNDERSTAND
TAKE CARE OF YOURSELF
INVEST IN RELATIONSHIPS
BE POSITIVE
HAVE FUN
SHARE KNOWLEDGE
TAKE OWNERSHIP
SPEAK UP
HONOR COMMITMENTS
TREAT EVERYONE WITH RESPECT
BE PRESENT
BE HUMBLE
GET CLEAR ON EXPECTATIONS
THINK TEAM FIRST
BE COMMITTED TO CLIENT SUCCESS
CHECK YOUR WORK
DO THE RIGHT THING, ALWAYS
COMMUNICATE TO BE UNDERSTOOD
BE WELCOMING
FIND A WAY
TAKE PRIDE IN YOUR WORK
TREASURE, PROTECT, AND PROMOTE OUR REPUTATION
DELIVER RESULTS
DOCUMENT EVERYTHING
SHOW MEANINGFUL APPRECIATION
USE BEST PRACTICES
BEGIN WITH THE END IN MIND
BE A FANATIC ABOUT RESPONSE TIME
SO WHAT, NOW WHAT?
DRIVE WORK FORWARD
BE VIGILANT ABOUT CONFIDENTIALITY
BE RELENTLESS ABOUT IMPROVEMENT

BEST ACCOUNTING FIRMS TO WORK FOR
16-Time Winner 2010-2025

2025 BEST PLACES TO WORK
JACKSONVILLE BUSINESS JOURNAL
12-time Winner

FCWWC 2025 HEALTHIEST COMPANIES GOLD AWARD WINNER
7-time Winner

Florida Trend Best Companies To Work For in Florida 2025
14-time Winner

Jacksonville Magazine's Companies with HEART 2025
10-time Winner

Your Transaction Advisory Services Team

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Why Choose Ennis Pellum for Transaction Advisory Services?

EXPERIENCED LEADERSHIP

Your engagement is led by partners and principals who remain hands-on from start to finish. Critical work doesn't get delegated to junior staff—you have senior-level expertise at every stage.

REGIONAL MARKET POSITION

As one of the few CPA firms in Northeast Florida offering dedicated Transaction Advisory Services, we know the local market and bring national-level M&A experience to every engagement.

TURNKEY CAPABILITIES

Beyond transaction advisory, we offer audit, tax, accounting, and business advisory services. We can serve as your trusted advisor before, during, and after the transaction.

PROVEN TRACK RECORD

Our team has successfully advised on transactions in technology, construction, manufacturing, distribution, professional services, real estate, and more.

Our Commitment to You

At Ennis, Pellum & Associates, we never forget why we are here. Our primary goal as a trusted advisor is to be available and to provide insightful advice to enable our clients to make informed financial decisions.

Since 1978, our firm has been committed to a single mission: helping our clients and our people achieve success, one relationship at a time. We believe that success means different things to different people, and active listening helps us understand what success means to you.

Ready to discuss your transaction?

Contact our Transaction Advisory Services team to schedule a confidential consultation.

(904) 396-5965 **https://jaxcpa.com**

VISION

To provide excellent client service and exceptional team opportunities as the firm of choice in North Florida.

MISSION

We are committed to the success of our clients and our people.

VALUES

EXCELLENCE

We commit to the highest standards in all that we do.

RESPECT

We embrace our differences and the uniqueness of each individual contributing to the success of the team.

INTEGRITY

We build relationships and trust by doing the right thing.

BALANCE

We work hard, enjoy life, and are committed to personal well-being.

PROACTIVITY

We anticipate our clients' needs and provide personalized communication and services.