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**ACQUISITION PROCESS FOR  
BUYER-SELLER  
ENTITY ACQUISITION  
ASSET ACQUISITION  
(PORTFOLIO OF ATM PROCESSING CONTRACTS/ATMS)**

**BASIC TWELVE STEP PROCESS**

- Step 1:** Acquisition Marketing re Ads, Letter, Web Sites, etc. to Develop Leads of Potential Buyers/Sellers
- Step 2:** Negotiate, Finalize & Execute NDA Between Parties
- Step 3:** Buyer Submit Due Diligences Questions to Seller
- Step 4:** Buyer Obtain from Seller Last Six Months' (up to Twelve) Financials of Portfolio
- Step 5:** Negotiate, Finalize & Execute Letter of Intent (LOI) or Memorandum of Understanding (MOU) Between Parties of Key Transaction Terms (typically non-binding)
- Step 6:** Buyer Perform Physical Due Diligence of Seller's Entity, Documents, Files
- Step 7:** Parties Negotiate Definitive Purchase Agreement & All Exhibits (typically all binding)
- Step 8:** Parties Finalize & Close Definitive Purchase Agreement & All Exhibits (including Escrow Agreement if applicable)
- Step 9:** Buyer Funds Transaction & Escrow in Exchange to Obtaining Entity or all Applicable Seller's Physical Files/Assets/ATMs
- Step 10:** Parties work together to Transfer Entity or Ownership of all Assets (contact contract third parties), Re-route all Processing, Settlement & Sponsorship; Contact ATM Owners/Site Placements
- Step 11:** Typically, 6 to 12 Months re Attrition Management & Monitoring & Breaches
- Step 12:** If Applicable, Close Escrow, Disburse Escrow Funds