Mergers & Acquisitions

APPROACH

Business transactions can transform your company's future. Whether you're preparing to sell, pursuing growth through acquisition, or entering a strategic partnership, mergers and acquisitions require careful planning and experienced legal guidance to protect your financial, operational, and long-term interests. At Ruberto, Israel & Weiner, our legal team advises business owners, investors, and companies across Massachusetts at every stage of the M&A lifecycle. As an experienced M&A law firm Boston businesses rely on, we focus on strategic business deal execution, tax efficiency, and risk management so clients can achieve their business objectives with confidence.

Mergers and acquisitions law plays a critical role in structuring and completing complex business sale transactions involving negotiations, regulatory requirements, and financial considerations that can significantly impact your business's future. A skilled corporate M&A attorney helps identify opportunities, reduce risk, and align transactions with your strategic goals.

Strategic Transaction Efforts

Rather than applying a one-size-fits-all approach, we tailor business transaction structures to each of our clients' circumstances. This can include advising on asset purchases versus stock purchases, identifying potential tax advantages, and anticipating regulatory considerations early in the process.

Integrated Legal and Industry Expertise

Successful transactions often require input from multiple legal disciplines, and our M&A team collaborates with attorneys across the firm to address the many issues that arise during a transaction. This includes coordination with professionals in areas like:

- **Corporate and business law**
- **Tax structuring and planning**
- **Financing arrangements**
- **Employment matters**
- **Dispute resolution**

As a client, you'll benefit from our ability to integrate knowledge from related practice areas, so we can address regulatory, tax, and compliance issues throughout the business acquisitions.

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Client-Focused Representation

M&A transactions can be demanding for business owners and leadership teams, and our M&A lawyers prioritize clear communication, responsiveness, and practical guidance. We'll work to identify issues before they disrupt the deal, so we can keep your transaction moving forward.

CONTACT

What strategic growth plans do you have today? For more information, contact **Russell Stein**, Mergers & Acquisitions Group Chair, at **(617) 570-3529** or **rns@riw.com**.

SERVICES

At RIW, we provide comprehensive support for mergers, acquisitions, and other strategic transactions, and as a trusted Massachusetts mergers and acquisitions attorney, we assist clients in **a wide variety of industries** at every stage of the deal process.

Buy-Side Representation

If your company is pursuing acquisitions, we can help with legal guidance, as well as evaluating potential opportunities and structuring deals that support long-term growth. Some of our main buy-side services include:

- Conducting and coordinating legal due diligence
- Reviewing financial and operational risks
- Structuring acquisitions of businesses or assets
- Negotiating purchase agreements and related terms

Our goal is to help every buyer complete acquisitions that support strategic expansion while minimizing unexpected liabilities.

Sell-Side Representation

Selling a business can be one of the most significant transactions an owner will undertake, and our business M&A attorneys assist business owners like you every day by guiding them through:

- Pre-sale planning and transaction preparation
- Structuring the deal to maximize value
- Negotiating terms that protect seller interests
- Managing the closing process

With careful planning and experienced legal support, you can move forward with confidence, even during a complex transition.

Mergers and Joint Ventures

Businesses often pursue mergers or joint ventures to expand into new markets, combine resources, or create partnerships. We provide legal support for corporate mergers and consolidations, strategic alliances and partnerships, joint venture agreements, and cross-company collaborations. Many transactions also involve industry-specific considerations, such as **technology**, and our experience across sectors enables us to handle unique operational and regulatory challenges.

Tax-Efficient Structuring

Our team works closely with tax professionals to structure deals in ways that may improve overall financial outcomes, including offering guidance on tax-efficient acquisition

structures, tax-free reorganizations, and corporate restructurings and spin-offs.

Negotiation and Drafting of Transaction Agreements

Our Massachusetts-based mergers and acquisitions attorneys prepare and negotiate the key documents that define the rights and obligations of each party, so you can feel confident when you make an agreement for an asset purchase, stock purchase, merger, joint venture, or ancillary transaction.

Regulatory Compliance and Approvals

Many mergers and acquisition transactions require compliance with state and federal regulations, and our attorneys help every client understand and address applicable legal requirements throughout the process. We assist with regulatory analysis, filings, and approvals needed to complete the transaction and collaborate with others to ensure all aspects are addressed.

Post-Closing Integration Support

The work doesn't always end at closing, and after a transaction is completed, you may still face integration challenges involving employees, contracts, operations, or regulatory compliance. In those instances, we can help with transition planning, employee and benefit concerns, operational integration, and contract transitions.

REPRESENTATIVE MATTERS

At Ruberto, Israel & Weiner, we've advised clients on a wide range of mergers, acquisitions, and strategic transactions across Massachusetts. Our experience includes assisting privately held companies, investors, and business owners with transactions involving asset purchases, stock sales, mergers, and joint ventures.

We've also advised companies through complex acquisitions, guided business owners through successful sales, and structured transactions designed to support long-term growth and operational efficiency.

As an established M&A law firm trusted by Boston businesses, our mergers and acquisitions attorneys bring practical insight and strategic guidance to every business deal. **Get in touch with us** today if you're considering a merger, acquisition, or business sale, as working with an experienced mergers and acquisitions lawyer can make all the difference in creating a successful outcome.

Our Work

- Seller's counsel in $60MM sale of family-owned trucking company, including 13 freight terminal locations across three states, 800 employees, and more than 850 pieces of equipment.
- Seller's counsel in sale of majority interest in $22MM freight forwarding business through asset sale transaction, with retained interest in resulting entity.
- Served as legal counsel to Signet for Pavion Acquisition. **Read more here**.
- Served as legal counsel to Merrimack Valley Plastics (MVP) for Envases USA acquisition. Read the full article **here**.
- Served as seller's counsel for Privio IT, LLC in major technology transaction. **Full details here**.
- $300M sale of a lumber company
- $260M acquisition of a software company
- $260M sale of a group of veterinary hospitals
- $130M sale of a medical device company

- $70M sale of a network security company
- $500M acquisition of chemical company
- $150M cross border sale/leaseback transaction in the transportation industry
- $135M merger of a private software company with a publicly held hardware company
- $135M debtor in possession retail revolving credit facility
- $40M sale of uniform manufacturer and rental company
- $36M acquisition of medical device company
- $35M sale of software company to publicly traded software company for stock and cash
- $32M sale of traditional manufacturing company
- $26M acquisition of automobile dealer and related real estate
- $25M acquisition of composite materials supplier to oil and gas exploration industry with operations in Texas, Massachusetts and United Kingdom
- $21M acquisition of automobile dealer and related real estate
- $20M sale of investor relations firm to worldwide advertising and public relations holding company
- $20M acquisition of limousine company
- $20M sale of business for metal fabrication and systems integration services to OEMs serving the electronics industry
- $20M sale of waste management business
- $20M sale of an instrumentation company to a financial buyer
- $20M merger between two manufacturers
- $15M investment by a venture capital firm in a software business
- $10M acquisition of chemical company
- $10M sale of lawn care business
- $10M revolving credit facility for toy retailer
- $8M acquisition of a managing general underwriter and claims administrator for self-insured group medical plan insurers
- $7M acquisition of global marketing consulting firm
- $6.5M acquisition of publishing company
- $5M purchase of a scientific instruments company
- $5M sale of retail college bookstore chain of 9 stores
- $4.9M private placement investment in an Internet service company
- $4M sale of a technology consulting company