



**FOR IMMEDIATE RELEASE  
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**“GVNW Now Offers Merger and Acquisition Services”**

Over the last few years, the telecom industry has seen a myriad of challenges. Rapidly changing technology, a decrease in regulated financial revenues, and increasing competition have changed the market landscape, altered business plans and affected profitability. For many small, regional and rural telecommunication providers, the ability to grow their businesses will involve various types of strategic partnerships, including mergers and acquisitions or sales.

GVNW can assist clients regardless of the type of partnership. On the acquisition side of business, we have been involved with deals involving very small single exchange companies as well as single exchange purchases and consortiums acquiring large former RBOC and Verizon areas. We are experienced in every aspect of an acquisition, including assessing fair market values, modeling cash flows and future financial scenarios, doing due diligence and liability discovery, successfully negotiating to all parties' satisfaction, assisting with finding appropriate financing, closing the deal, and completing required regulatory filings.

GVNW has also assisted owners with the sale of their companies. We have extensive experience with valuations, pre-sale planning, financial and tax modeling, marketing the company, negotiating acceptable terms, assisting with personnel issues, closing the deal, and getting the regulatory filings handled.

Our regional office locations, modeling capabilities, and professionalism coupled with our comprehensive knowledge of our clients' businesses provides an unmatched ability to successfully complete a transaction in the best interest of our clients, regardless of whether we are representing a buyer or a seller. For more information, please contact Scott Smith at 719-594-5800 or [ssmith@gvnw.com](mailto:ssmith@gvnw.com).

GVNW Consulting, Inc. is a professional consulting firm focused on assisting rural telecommunications providers with regulatory, technical, financial, marketing and operating consulting services.