**ETA AWARDS**

**Deal of the Year (Traditional) Over £10m**

Please send the completed form and any supporting documents to events@geraldedelman.com. Alternatively, the form can be submitted on the [ETA Awards website](https://www.geraldedelman.com/events/eta-awards-2025/) here.

**About the award**

This award will go to the best transaction executed by a traditional search fund. This award celebrates deals that exemplify excellence in creating win-win situations, demonstrating significant value creation for both the buyer and the seller. The winning deal will showcase clear objectives, innovative strategies, and measurable impact, while pushing the boundaries of what's possible in the field of entrepreneurship through acquisition.

Judges will evaluate submissions based on several key criteria, including the uniqueness and innovation of the deal structure, the quality of implementation and execution, the ability to overcome challenges, and the potential for post-deal growth.

**Qualifying period: 1October 2024 – 30 September 2025**

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| **Buyer Name** |  |
| **Target Name** |  |
| **Deal Completion Date** |  |
| **Deal size (please state if to keep anonymous)** |  |
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| **QUESTION** | **ANSWER** |
| Describe the acquired business and why you chose to pursue this particular opportunity. |  |
| Why is the transaction significant? (What sets this acquisition apart from other traditional search deals?) | .  |
| How did you leverage your investor network during the search and acquisition process? And how did you manage communication and alignment among your investors? |  |
| How did you structure the deal, and what innovative financing methods did you employ? |  |
| What unique challenges did you face during the search and acquisition process, and how did you overcome them? |  |
| Explain the strategic fit and growth opportunities you've identified for the acquired business. |  |
| How has the acquisition impacted key stakeholders, including employees, customers, and the community? |  |
| What measurable value have you created since the acquisition, and what are your plans for future growth? (Also consider how you’ve utilised the expertise and guidance of your investors post-acquisition? |  |
| How does this deal showcase the advantages of the traditional search model? |  |
| How have you leveraged your background and skills to drive success in this acquisition? |  |