



**AMERICAN STUDENT  
TRANSPORTATION  
PARTNERS**

# PATHWAY to Partnership



[ASTPARTNERS.COM](http://ASTPARTNERS.COM)

# A SHARED Vision

Focused on top-tier student transportation contractors, American Student Transportation Partners (ASTP) brings a great deal of experience to the M&A process. Throughout this journey, we partner with you to ensure alignment and provide a mutually beneficial outcome that reflects what's important to you and your business.

## What to expect from ASTP:

1.

We invest the time and resources to fully understand your business and what's important to you, and deliver a fair valuation.

2.

We work with you to create a path to a great partnership that is uniquely suited to your personal and business situation.

3.

We have built a process that drives alignment so that both you and ASTP hold a shared vision for the business after the transaction.

# HOW IT WORKS

## Deal Process Overview

We follow an iterative process that moves from an initial interest meeting to establishing a vision of our partnership and ends with closing the transaction.



### HOLD INITIAL MEETING

Initial introductions allow everyone to learn more about mutual interest in moving forward with a sale.



### EXECUTE NON-DISCLOSURE AGREEMENT (NDA)

A signed non-disclosure agreement lets both parties share information in a protected manner.



### LEARN WHAT IS IMPORTANT TO YOU AND YOUR BUSINESS

We seek to understand what is important to you in a deal (for example, family and legacy), and learn more about your business operations.



### DISCUSS ASTP'S VISION AND WHAT PARTNERSHIP LOOKS LIKE

Learn about ASTP's strategic plan and vision, and explore what a partnership with us could look like.



### SHARE FINANCIAL INFORMATION

Share financial information with ASTP to help inform our point of view regarding your company's valuation.



### DELIVER LETTER OF INTENT (LOI)

Following successful due diligence, ASTP will deliver a Letter of Intent to purchase your business.



### COMPLETE DUE DILIGENCE

We will perform confirmatory and strategic due diligence in areas of your business including finance, HR, insurance, legal, ops, and environmental.



### FINALIZE PURCHASE AGREEMENT AND ANCILLARY DOCUMENTS

We close the transaction based on agreed-upon terms.

# NEXT STEPS

## Contact Us

**We're driving the future of student transportation services.**

American Student Transportation Partners (ASTP) is a national network of reliable transportation providers driving access to education through safe, dependable student transportation programs.

Exceptional bus operators choose ASTP because of our innovative approach to partnership, as well as the resources we provide to help "future-proof" their operations.

### TO LEARN MORE, CONTACT US:

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