

Portfolio Company Solutions: Frequently Asked Questions

What is Thompson Coburn's Portfolio Company Solutions group?

Our team supports private equity platforms, independent sponsors, and portfolio companies executing add-on acquisition strategies. The group provides integrated legal counsel across the transaction lifecycle, from initial target screening through acquisition closing and post-closing integration, with particular emphasis on building repeatable processes that support high-volume acquisition programs.

How does the Portfolio Company Solutions approach differ from traditional M&A counsel?

Platform add-on acquisitions have different requirements than standalone transactions. While large-firm M&A practices are typically designed for infrequent, high-value transactions, platforms executing five to 10 add-ons per year benefit from a more process-oriented approach. Our group works with platforms to develop modular transaction frameworks, risk-tiered diligence protocols, and standardized documentation that maintain appropriate risk protections while reducing cycle time and cost. This typically involves significant upfront investment in understanding the platform's business model, integration approach, and risk tolerance, followed by more efficient execution on individual transactions.

What industries and transaction types does the group handle?

Our team has significant experience in technology-enabled services, SaaS, AgTech, manufacturing, and health care services platforms. We regularly handle acquisitions ranging from \$2 million acqui-hires to \$50 million strategic add-ons, including complex transaction structures involving earnouts, rollover equity, seller financing, and management incentive arrangements.

What related capabilities does Thompson Coburn provide to support platform growth?

Platform acquisitions often require coordinated support beyond corporate M&A counsel. Thompson Coburn's platform is organized to provide integrated tax planning (including state and local tax nexus analysis and R&D credit optimization), intellectual property counsel (software licensing, patent prosecution, trademark portfolio management), regulatory and compliance support, and employment and benefits guidance. This capability, combined with mid-market cost structures, enables us to serve as primary outside counsel to growing platforms.

How should platforms think about engaging counsel for add-on acquisition programs?

Platforms benefit most from counsel who invest time upfront to understand their business model, integration playbook, and growth strategy. This enables development of repeatable transaction frameworks that reduce friction on individual deals. We typically begin engagements with a strategic planning phase of reviewing prior acquisitions, understanding integration capabilities, and identifying common transaction issues, before documenting standard processes and templates. This investment in process design typically generates meaningful returns as transaction volume scales.