

FOR INVESTMENT BANKING GROUPS INSIDE BANKS

HAVE A SOLUTION FOR EVERY INTERNAL PARTNER

When a relationship manager brings you a client situation of your scope, Oaklyn Consulting is the professional referral that keeps the client, the relationship and the revenue inside your bank.

The deal you can't take still lands on your desk



Below your threshold

A client your relationship manager has covered for years, too small for your desk.



Too uncertain to underwrite

An outcome too unclear to commit your deal team's time.



Too complicated for the fee

Family, board or governance issues that outweigh the economics.

Every no spends credibility with a colleague you will need again next week.

We take the deals you can't

No minimum deal size.
Our ceiling is your floor.

Built for the deals outside the success-fee model, run by investment bankers working as consultants.



Sell-side processes of any size

Including owners who want a limited, self-directed sale.



Capital raises and recapitalizations

Venture-backed, founder-owned and family-owned companies.



Single-task and midstream work

Bid analysis, diligence, negotiation counsel, LOI to close, including companies with a buyer already at the table.



Deals where people outweigh the numbers

Board and CEO tension, family disagreement, complex governance.

You refer. Your bank keeps the relationship.

Your relationship manager stays the client's banker before, during and after the deal.



The relationship

Your relationship manager owns the client from the first call to close.



The revenue

Current and future revenue stays with your bank. We have no wealth management arm.



The credit

You are the colleague who had an answer, and the referral reflects well on you inside your bank.

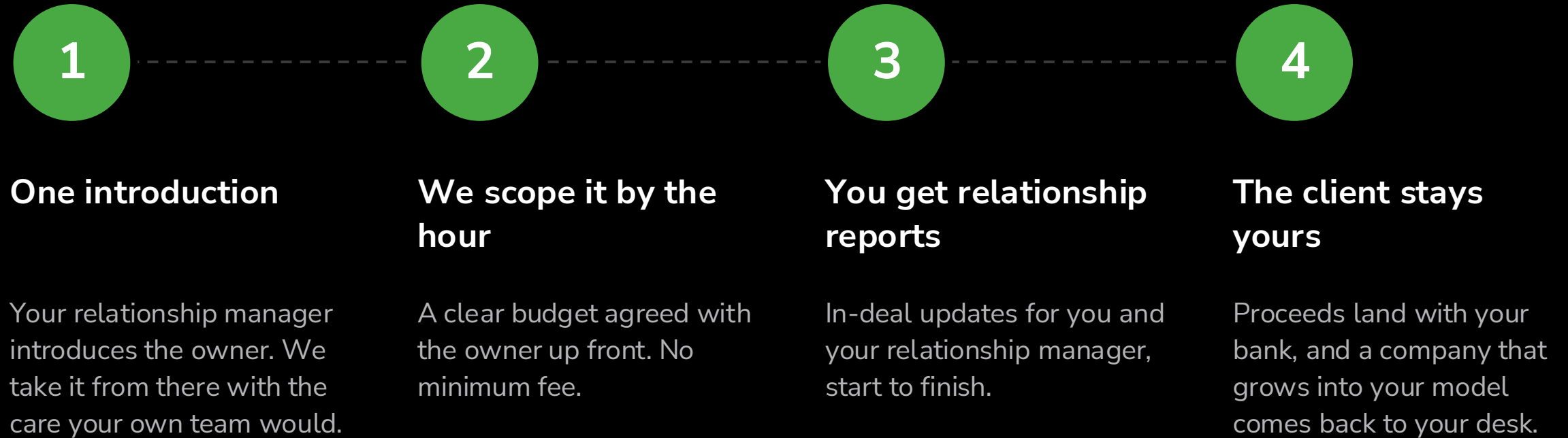


The visibility

Regular relationship reports, so you always know what is happening with your client.

We bill the business owner by the hour, on a budget agreed up front.

How a referral runs



Ten years of crucial capital decisions

200+

Clients advised

4,000+

Stakeholders served

200+

Transactions led or
advised by our
founder

\$7B+

In financings and
mergers led

Five-star client satisfaction rating. Mergers, acquisitions, capital raises, recapitalizations and joint ventures for founder-owned, family-owned, venture-backed and nonprofit organizations since 2016.

Proof your colleagues can stand behind

REGIONAL BANK REFERRAL

Regional bank client

\$40M

bank threshold

A regional bank's client sat below its investment banking floor. Oaklyn Consulting took the engagement, and the bank kept the relationship. [Check out the story.](#)

OTHER BANKS SAID NOT A FIT

Essco Calibration Lab

\$84M

sale to Transcat

A qualified buyer with attractive terms already at the table, we joined midstream, LOI to close, on a limited-scope fee. "That was the real value of Oaklyn Consulting, being able to add them to the deal midstream." Mike Walsh, CEO

BOARD-LEVEL PROOF

Axial Exchange

40 → 150

buyers contacted in 7 months

No buyer emerged and the board closed the company. Oaklyn Consulting enabled the client to make an informed, market-based decision with confidence. A board member still called it "a thorough, professional, top-notch job." Our advice never bends toward a close.

Hear it from our referral partners

“

You continue to be my go-to for business owners thinking about their business options. I appreciate your approach and everyone I have sent you has said good things.

“

I often think of you because of your innovative and client-aligned fee model. When you start with a consultative approach on the front end and are genuinely OK with a “don’t sell” recommendation, your objectivity is intact.

“

My network has appreciated your truly objective advice and upfront and clear cost of that advice. You give your time generously and are a competent and trustworthy resource at a time when many business owners are skeptical of advice.

“

It was a very helpful professional experience. You are very knowledgeable and explained your model transparently, even offering that you were probably not a good match. That is rare. Most people try to force fit their model to every opportunity.



Watch John Ellard of Wealth Enhancement Group on why he refers deals outside his firm at oaklynconsulting.com/peer-referrals

Bankers who have sat in your seat



Rob Tyndall

Managing Director

- Ran the IB advisory practice for wealth advisors and commercial bankers at Fifth Third's corporate and investment bank
- Built Regions Securities' M&A advisory practice
- 20+ years as an M&A investment banker
- Former management consultant at Bain & Company



Frank Williamson

Founder & CEO

- Harvard Business School MBA
- Led or advised on 200+ transactions
- Led \$7B+ in financings and mergers
- C-level executive or board member for 10 organizations

BRING US THE CLIENT YOU WOULD OTHERWISE TURN AWAY

One conversation. Tell us about the client, and we will tell you straight whether we can help.
Your relationship stays yours either way.

[SCHEDULE A CONSULTATION](#)

Rob Tyndall, Managing Director

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