

Preparing for M&A: Key Lessons for MSP owners from IT Nation Grow

How early preparation can strengthen valuation, improve leverage, and create better M&A outcomes.

NEW YORK, NY, UNITED STATES, August 18, 2026 /EINPresswire.com/ -- [Cristian Anastasiu](#) and [Madhur Duggar](#) of [Excendio Advisors](#) were honored to serve as panelist and moderator at another successful IT Nation Grow event – our fifth time playing an integral role in the conference.



The Creditor's Perspective on M&A

"As always, this was another great conference with great takeaways", said Madhur Duggar, Senior Advisor at Excendio. "Our main observation was many more MSPs are thinking of exiting this year than were a year ago. It's palpable. As Robert J. Scott said it – if you're not passionate about AI, this could be your best time to exit."

“

If you wait to bring in M&A advisors until after buyers are already engaged, you may have surrendered meaningful leverage. The strongest outcomes are built well before a deal is on the table."

Cristian Anastasiu

Our Top 10 Takeaways from IT Nation Connect ☐

- 1☐☐ The biggest regret founders have after selling?
Not building a leadership team sooner. The more your business depends on you, the harder the exit.
- 2☐☐ Get your house in order before going to market.
A clean cap table, experienced legal counsel, and proactive estate planning can save months of headaches—and potentially millions in taxes.

3☐☐ Run a process, not a negotiation.
The best outcomes happen when multiple buyers compete at the same time. One buyer is a conversation. You need an Open House.

4☐☐ Choose your advisors carefully.

Your M&A advisor should be the quarterback of your transaction. Industry expertise and relationships matter far more than a flashy pitch deck.

5□□ Work yourself off the org chart. If you don't plan to run your company in a few years, you shouldn't be central to every decision today. Build leaders, not dependencies.

6□□ Growth is still the holy grail.

Many MSPs are growing slowly—or not at all. Sustainable growth continues to be one of the biggest drivers of valuation.

7□□ AI expertise is becoming a premium asset.

Buyers are increasingly evaluating AI capabilities, governance, security, compliance, and internal controls as part of diligence.

8□□ Culture can make or break integration.

Processes can be standardized, but people are harder to integrate. Culture fit, customer alignment, reporting, and technology all determine post-close success.

9□□ Your exit doesn't end at closing.

Founders who thrive after selling have a purpose, a schedule, and something meaningful to run toward—not just something they ran away from.

□ The best exits don't start with a transaction—they start with a plan.

Business readiness. Ownership readiness. Personal readiness. The companies that prepare years in advance almost always have better options when it's time to sell.

Cristian Anastasiu

Excendio Advisors

+1 917-470-9470

[email us here](#)

Visit us on social media:

[LinkedIn](#)

The poster is for an event titled "MISTAKES I MADE OR WITNESSED IN PREPARING FOR TRANSITION" organized by IT NATION Grow. The event is scheduled for Wednesday, August 5, at Gaylord Rockies, Denver CO, with a registration link of theitnation.com/grow. The poster features four speakers: Paul Cissel (Retired Founder & President, PennComp), Arlin Sorensen (VP, Ecosystem Evangelism, ConnectWise), John Motazedli (Retired CEO & Business Coach), and Cristian Anastasiu (Managing Partner, Excendio Advisors). The background is blue with a white IT logo and a green banner at the top.

Mistakes I Made or Witnessed in M&A

This press release can be viewed online at: <https://www.einpresswire.com/article/934075244>

EIN Presswire's priority is source transparency. We do not allow opaque clients, and our editors try to be careful about weeding out false and misleading content. As a user, if you see something we have missed, please do bring it to our attention. Your help is welcome. EIN Presswire,

Everyone's Internet News Presswire™, tries to define some of the boundaries that are reasonable in today's world. Please see our Editorial Guidelines for more information.

© 1995-2026 Newsmatics Inc. All Right Reserved.