

Examples of MARTIN & ASSOCIATES successful projects

- 1) Worked with a small-business high technology high-speed bearing test company in the Philadelphia area to negotiate licenses, NDAs, and Proprietary Rights Agreements with major aerospace and industrial customers, including: Pratt-Whitney, Timken Bearing, Caterpillar Engines, Boeing Aircraft, Dow Chemical.
- 2) Performed “Terms & Conditions” review, negotiation, and acceptance for small businesses receiving subcontracts and purchase orders from large corporations and from state and federal government agencies, including drafting responses, negotiating terms, and drafting final contract documents.
- 3) Developed purchase order Terms & Conditions for small businesses that did not have any terms included with their purchase orders.
- 4) Drafted internal Employee Manuals and offer or termination letters for small businesses, along with introducing them to an affordable HR attorney when needed. Assisted small businesses in dealing with employee problems that could have led to a law-suit or a DOL complaint.
- 5) Assisted clients in preparing for an effort to sell their company or to be acquired, including introducing them to a legitimate M&A firm, helping them to develop their “story-line” and putting together Business Plans and Pro-Formas. In two instances, assisted Owner in negotiating with the acquiring company. Separately, performed due diligence reviews of target companies for various M&A firms.
- 6) Assisted small-business clients in the commercialization of new technology, including developing and protecting prototypes and production articles to be used in conjunction with patent applications. Assisted clients in locating appropriate patent attorneys.
- 7) Assisted small businesses in dealing with bill collectors, slow-pay customers, warranty claims, and administrative problems in working with a large customer.
- 8) Became part of a client’s planning and strategic plan implementation process, especially in privately held or family-owned companies struggling with generational issues and interests, including the situation where there are no family members who are capable of, or even want to, take over operation of the company.