

# EMPOWERING M&A COMPETENCY





## HOW DOES YOUR APPROACH TO M&A STACK UP?

As organizations continue to look toward M&A as a strategy for growth, deals tend to be transformational, more complex, and often serial in nature. *Executives must contend with three demanding realities:*

- M&A is increasingly a fundamental strategic requirement for most companies; yet,  
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- Failure can (and still does) occur at any phase of the M&A process; therefore,  
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- M&A must become a core competency of the organization in order to achieve competitive advantage and to capture the intended results.  
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Prior deal integration failures and underperformance concerns are focusing executive priorities on building an organizational core competency around M&A. To stay ahead of your competition and manage M&A risks more effectively it is imperative to leverage world-class M&A expertise, and develop a consistent, repeatable, best-practices approach to M&A. Assessing the effectiveness of your organization's M&A capability is the first step in equipping your team to succeed at every deal phase and with every deal type.



SOURCE: The State of M&A  
Integration Effectiveness™ Survey

## WHAT DOES GOOD M&A LOOK LIKE?

Getting good at M&A is a lot easier said than done.

Transitioning from an ad hoc “way we’ve always done it approach” is difficult. But considering what’s at stake, why not leverage and adapt the best processes, skills and solutions you can find?

Those organizations that consistently get it right have invested carefully to craft, deploy and practice a different way of doing things based on elements that are proven to make a difference on business results:

- Build the foundation of M&A capabilities,  
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- Gain clarity of action,  
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- Accelerate deal value.  
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**71%**  
rate their  
organization’s  
overall integration  
process as  
*“INEFFECTIVE.”*

SOURCE: The State of M&A  
Integration Effectiveness™ Survey

# BUILD THE FOUNDATION OF M&A CAPABILITIES



## GAIN CLARITY OF ACTION



### INTEGRATION STRATEGY & EXECUTIVE ADVISORY

M&A Partners works directly with your senior leadership team to determine the overall integration strategy framework, key decisions and process approach needed to capture the anticipated deal value.



### TURNKEY INTEGRATION AND DUE DILIGENCE OPERATIONS

Our highly experienced consultants guide you through the set up and running of your Diligence and Integration Management Office to plan, coordinate, implement and track all M&A operations.



### INTERNAL M&A CAPABILITY DEVELOPMENT

Leveraging our senior experts, thought-leading research and extensive best practices, our team can help you quickly assess potential gaps and opportunities in your current M&A approach and deliver the solutions, strategies and skills to ensure your organization succeeds deal after deal.



### IT DUE DILIGENCE, INTEGRATION, AND OPTIMIZATION

Business integration and IT integration are so deeply interdependent that more than half of all M&A synergies are IT related. Let our senior M&A IT leaders guide you through the entire M&A IT lifecycle to achieve superior results.



### CHANGE MANAGEMENT AND BUSINESS TRANSFORMATION

M&A related change management is about effectively managing the people and organizational risks that cause 70% of M&A deals to underachieve or destroy value. Companies using a fit-for-purpose M&A change management capability typically overachieve target results, in some cases by as much as six times over those that do not.



### PURPOSE-BUILT SOFTWARE SOLUTIONS

Our senior experts routinely support most major third-party software tools and can rapidly help you select the best solution for your needs, then configure it to your customized M&A lifecycle framework and playbook. We'll train your team – or even directly operate your next due diligence or integration for you on a full turnkey basis.

# ACCELERATE DEAL VALUE

INVESTING IN  
M&A CAPABILITIES  
IMPROVES BUSINESS  
RESULTS

Achieved **175% of planned synergies** while **cutting integration time from 18 months to 10 months** – leading to **300% increase in stock price** [Global Manufacturer]

Realized **40% increase in stock price driven heavily by integration** results, delivering value-added services to target market [Healthcare]

Produced **300% economic value-added (EVA) within 2 years** of post closing

## WHY CLIENTS HIRE M&A PARTNERS

### ■ Different business model and approach in working with clients

- Our principal business focus is to help clients effectively plan and execute across the life cycle of an acquisition/integration.
- M&A Partners has trained nearly 1,000 executives from best-in-class companies in most major industry sectors.

### ■ Focus on dual objectives:

- Preserving target company value prior to the deal being closed, then maximizing the realization and creation of value in the combination post close.
- Building internal M&A expertise and competencies of your team through knowledge transfer of our skills and just-in-time training on best practices, frameworks and made for M&A tools.

### ■ An investment, not a cost

- The incremental value that we deliver is far greater than the cost for our services. We serve as an insurance policy to reduce client deal risks and have a verifiable track record of producing measurable financial results for our clients.



M&A Partners is the Exclusive Integration Services Sponsor of the M&A Leadership Council. [www.macouncil.org](http://www.macouncil.org)



For further information  
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