



Bridging the Gap Between Due Diligence and Integration

Bridging the Gap



Transaction / Diligence



Deal Closing

Integration



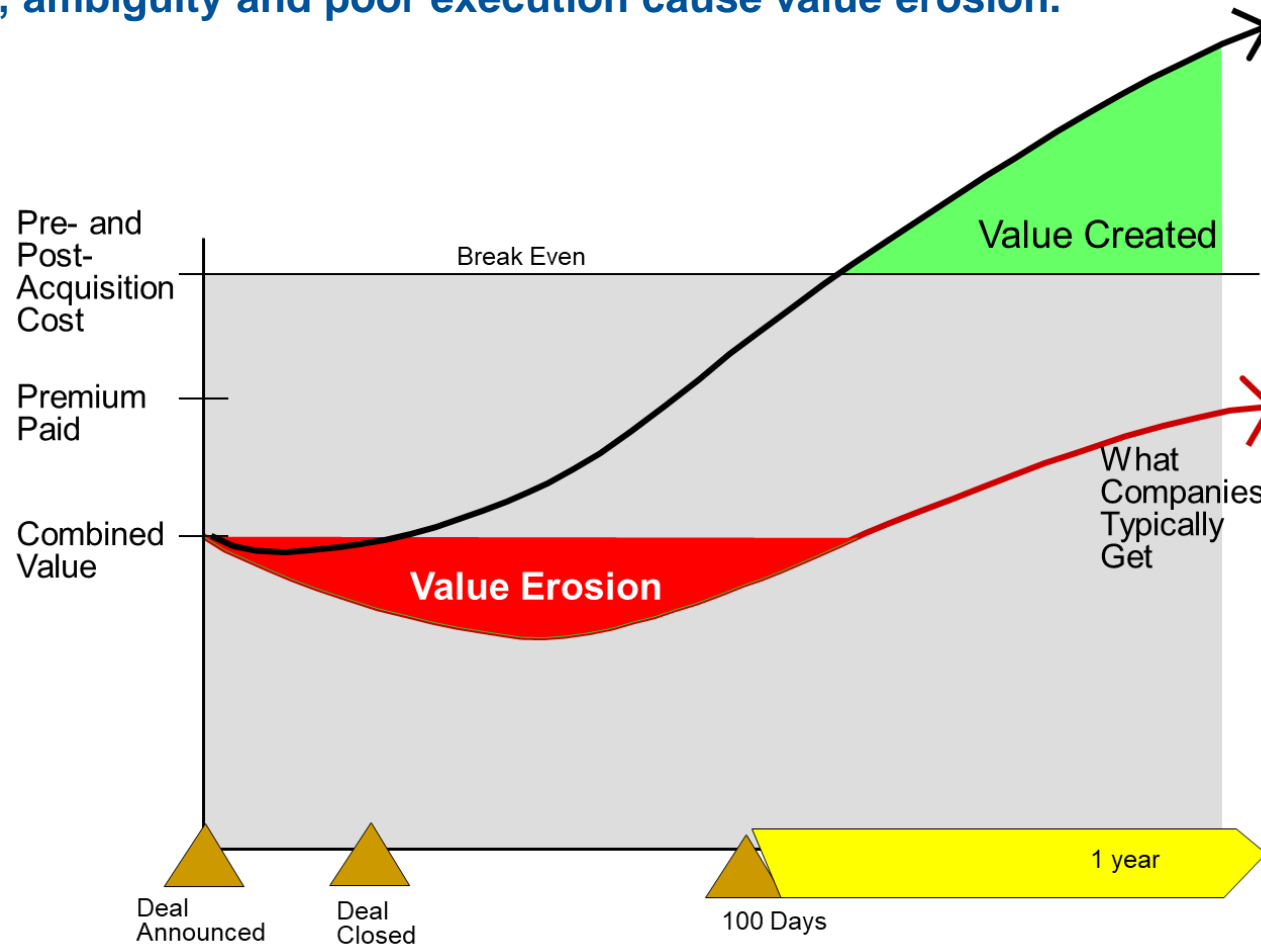
Internal Approval
(Board / Investment Committee)

Initial Announcement

Launch Integration Teams

“Our leadership team planned too late and announced too early. After launch we ended up spinning our wheels for several weeks while the division heads sorted out the big issues we needed as essential inputs to our integration planning efforts.”

Delay, ambiguity and poor execution cause value erosion.



Bridging the Gap

Typical Game Day objectives are to efficiently present, discuss and establish initial “directional guidance” on the most important decisions or issues required to launch the integration planning effort.

1. Confirm Strategic Guidance & Business Case
2. Identify Target’s Key Value Drivers & Core Capabilities to Preserve
3. Directional Guidance on Major Decisions, Risks & Opportunities
4. Concept Of Operations
 - Integration approach, functional / process requirements
5. Essential Project Outcome Objectives
 - What we must accomplish for this deal to succeed
6. Milestones & Timeline
7. Integration Team Roles, Design, Resourcing & Responsibilities
8. Culture & Communication Strategy & Key Messages
9. Rules of Engagement
10. Rapid Actions & Management Plans (“RAMP”)

Who is the M&A Leadership Council?





Thank You

M&A Partners

6860 N. Dallas Parkway, Suite 200

Plano, Texas 75024

1-855-TO-ACQUIRE (855-862-2784)

www.mapartners.net