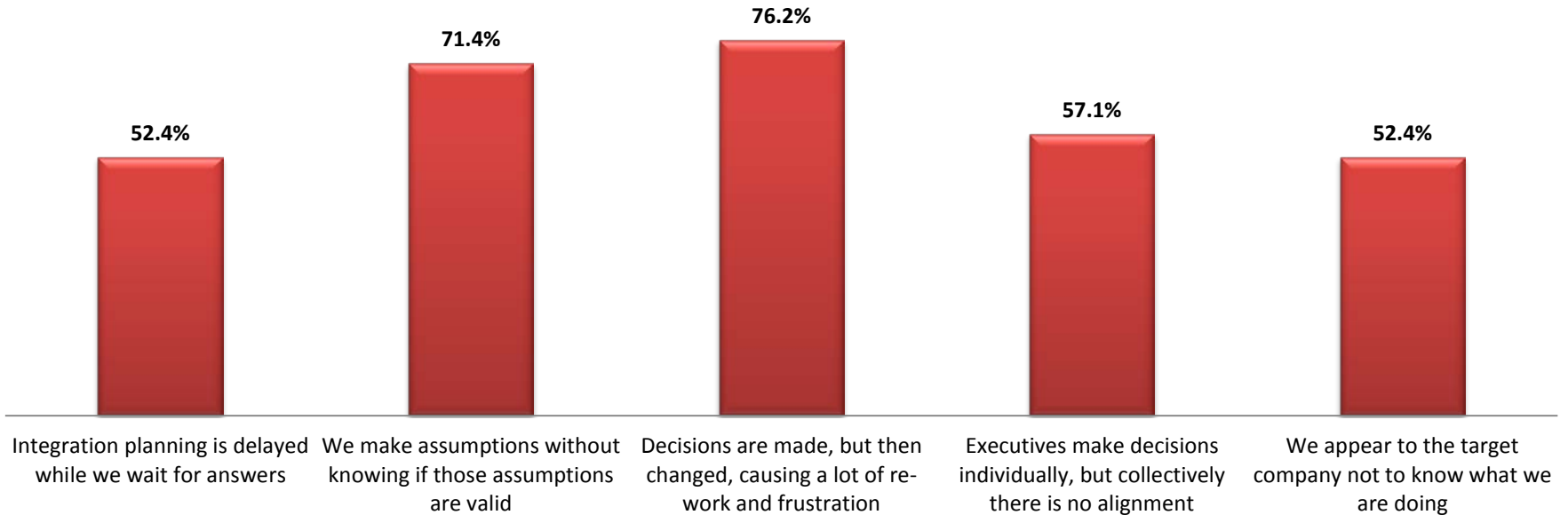


Q11 “...What is the impact of not having adequate directional guidance on major integration issues?”

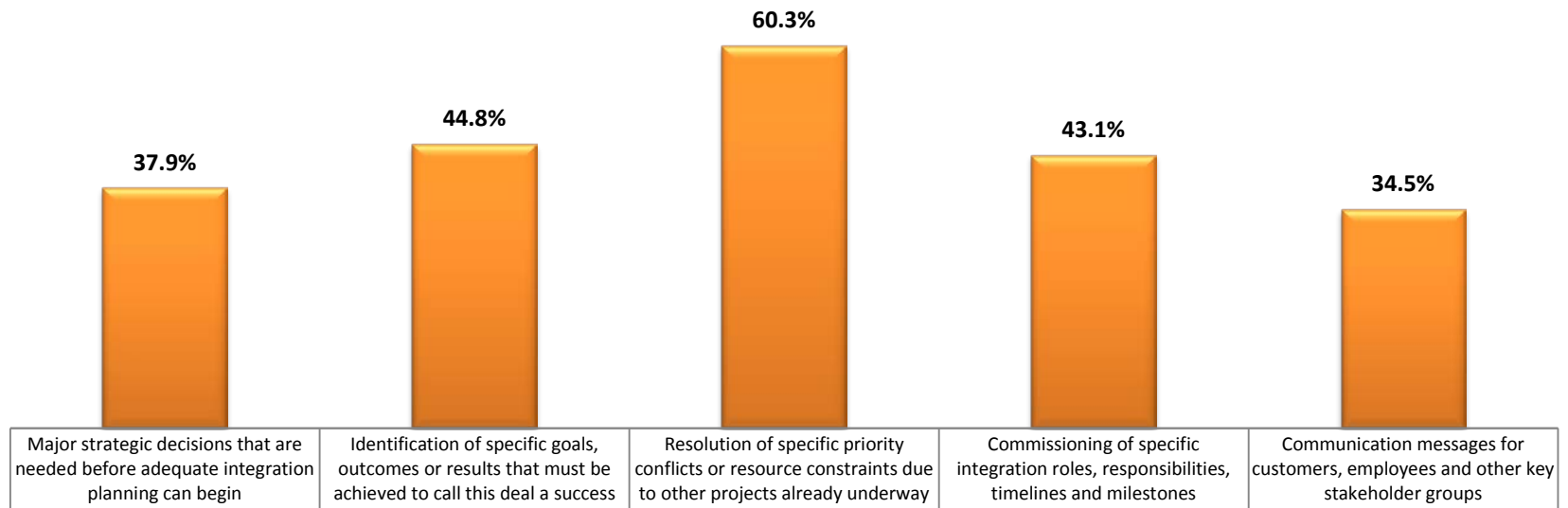
Consequences of Failing to Provide Strategic Directional Guidance Prior to Launching Integration



Source: M&A Partners | The State of M&A Integration Effectiveness™ Survey 2014

Q12 “...What categories of directional guidance are typically not provided when needed?”

Most Frequently Cited Gaps in Strategic Directional Guidance Prior to Launching Integration



Source: M&A Partners | The State of M&A Integration Effectiveness™ Survey 2014