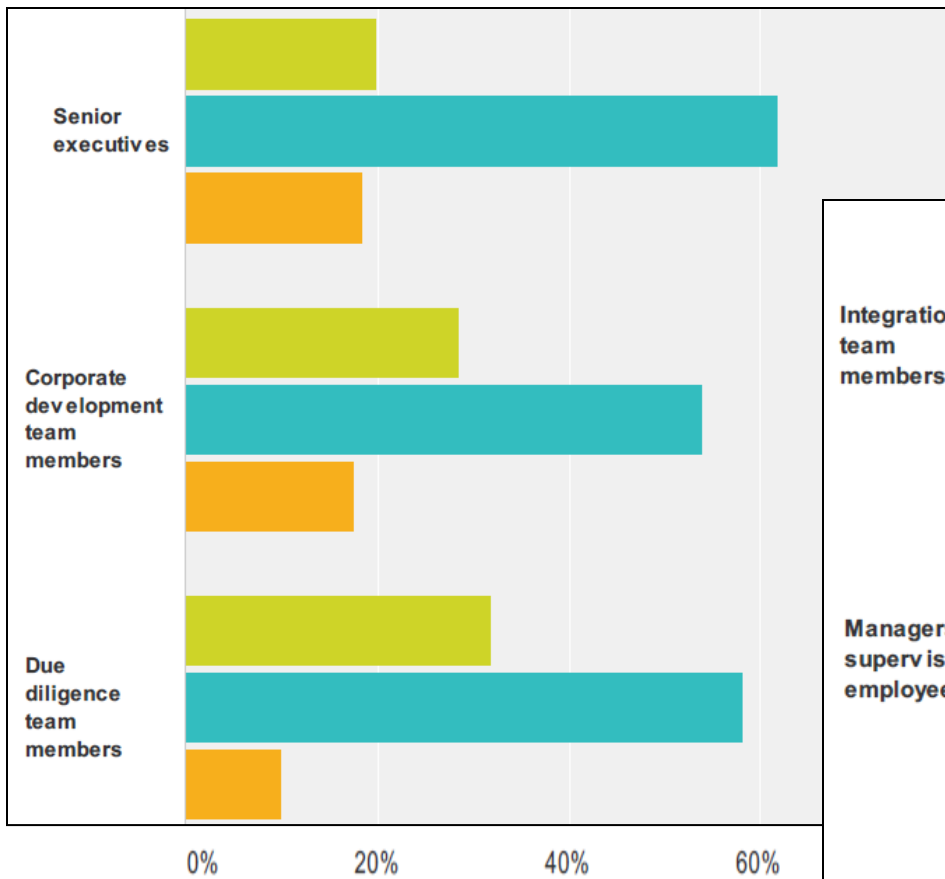
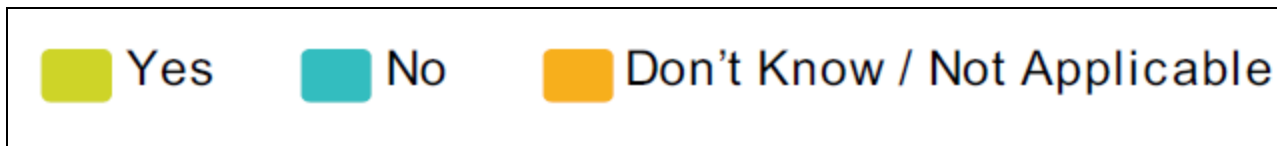
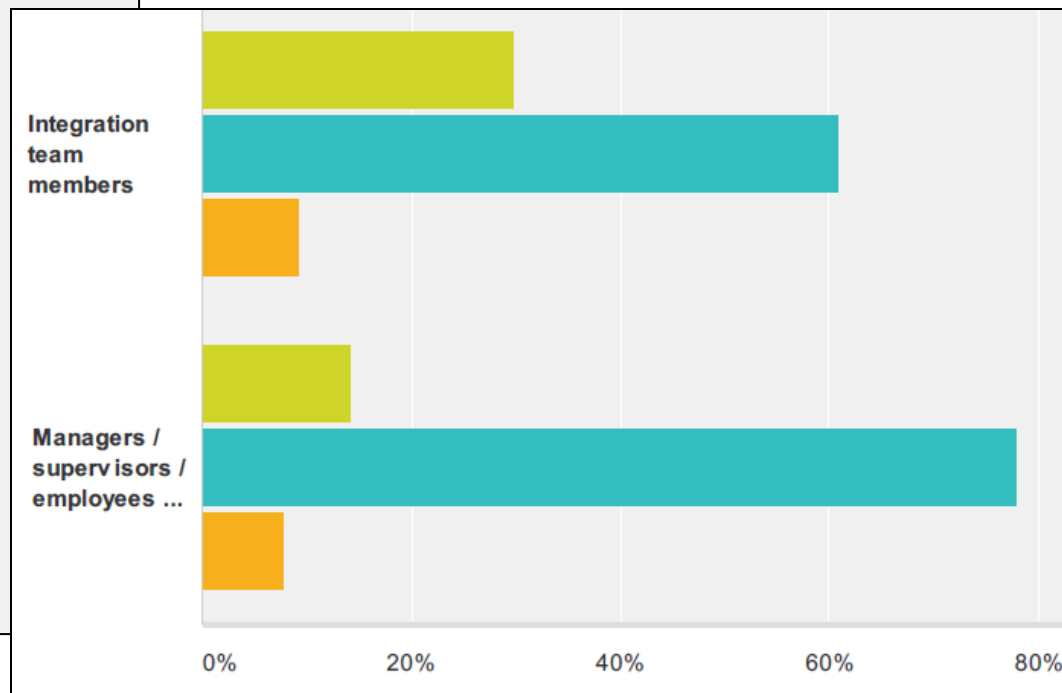


Q3. Our company provides formal training regarding M&A best practices, processes and skills to...



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



Improve M&A Business Result Outcomes Through Training

Improving M&A Outcomes Through Training							
Top 5 Business Results Impacted for Each Group Trained	Group Trained				All Mgrs / Supvs / EEs	Prevalence Across Each Group	Avg. % Impact
	Sr. Execs	Corp. Dev.	Diligence Team	Integration Team			
<i>Minimize value erosion</i>	52%	47%	35%	39%	65%	5	48%
<i>Create a higher performance organization culture</i>	35%		56%	54%	47%	4	48%
<i>Revenue growth synergy capture</i>	56%		53%	29%		3	46%
<i>Upgrade talent</i>	31%			25%	25%	3	27%
<i>Innovation and development of new products / services post-deal</i>		10%	34%		35%	3	26%
<i>Consistently achieve overall business results</i>	40%		45%			2	43%
<i>Geographic expansion</i>		4%		13%		2	9%
<i>Cost reduction synergy capture</i>		8%				1	8%
<i>Strategic capability enhancements or process improvements</i>		7%				1	7%
<i>Achieve the optimal pace of integration</i>					24%	1	24%

% = percentage increase in successful outcomes for each business result category linked to training each respective group

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

