

Accelerated Merger & Acquisition Transition Process™

Successful M&A deals must operate effectively throughout the complete cycle, from target identification, due diligence, negotiations, contracting, integration, and on-going operations. Much is known about what is required for success, largely from what doesn't work with the high rate of deal failures. Research consistently demonstrates 50% to 60% of transactions fail to achieve the stated deal goals. Failure is typically a result of poor strategic fit, inadequate due diligence, prolonged integration processes, internal vs. external customer focus, and operational integration processes.

Accelerated Transitions

A key ingredient for successful M&A deals is the speed in integrating the target company with the buyer's company. We provide proven consulting services in due diligence, pre-close activities, post-close integration, and on-going operations. We have developed an Accelerated Merger & Acquisition Transition Process™ deployed in multiple deals with a large private equity firm and foreign investors. We enable buyers to rapidly implement their operational activities by ensuring the human resource and payroll components are handled effectively and meet the aggressive schedules needed to achieve the return on investments required. Our process contains the following steps:



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We work closely with the buyer and can plug into the process at any point in the deal cycle. Our core competency is to develop and implement the transition plans as an extension of the new owner. We achieve results by having a rapid implementation process, using our proven tools and templates, a network of qualified partners to handle the rapid integration of HR and payroll requirements, and deep expertise as business and HR leaders on how best to integrate the new owner's requirements.

Benefits

- Buyers are able to focus on key financial, customer and operational issues of the deal.
- Improved employee retention.
- Faster return on investment for the deal.
- Rapid integration team with proven M&A experience.

Contact us for more information!

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