

Service Offering Overview

M&A Integration

Leadership & Execution

You have decided what, how, and when to buy. You have even announced to the world how excited you are about this acquisition. Now what? Uniting distinct entities is an arduous task, requiring a well-coordinated program with independent and dedicated resources.

And that's just the first step. Most firms have an Integration Management Office playbook, but the real value comes through people experienced enough to know when to follow it... and when to throw it out the window. After all, accelerating time to value is the key to M&A success.

WHAT WE DO

The "post-announcement" milestone marks the start of a transformative journey to join operations, systems, processes, products, services, and people.

We create a well-defined integration plan that highlights your main growth levers and prioritizes them in the plan, with clear documentation of where the real value of the integration can be achieved guickly.

Our plan establishes guard rails that promote alignment, maintain focus throughout the process, and keep your overall acquisition objectives clearly in view.

We apply experience and wisdom in program-managing the integration, and throughout execution we prioritize your desired performance attributes for the newly united organization.













Our Approach

Understand the Vision

Keep sight of the primary reasons for the acquisition that provide the most accretive value, including vision and guiding principles

Create the Plan

Provide a step-by-step tactical integration plan that will capture and protect value early, including putting the customer experience at the center.

Map the Value Path

Focus on results that maximize value quickly. Everything is not important! Test and challenge the value assumptions.

Manage the Execution

Manage the integration with focused resources independent of business as usual, and don't forget to celebrate the wins, big and small.

Get the Fundamentals Right

Commit leaders and their teams to the integration via proper **governance**, allow open and broad **communication** upward and downward, identify potential barriers and how to address them via proactive **change management**, and deploy consistent **tools and templates** for teams to use.

ABOUT FURTHER

We are a boutique management consultancy focused on converting strategic vision into business reality.

We always go the extra mile, equipping our clients with critical insights and plans for navigating challenges and accelerating change.



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