



Improving Your Acquisition Integration Success

For successful M&A, the integration of the businesses must deliver the envisioned value

Acquisitions Rarely Fail. Integrations Fail



Objectives not met



Missed business opportunities



Losing key staff



Unrealized value



Operational mistakes



Deadlines missed



Lack of staff engagement



Implementation inefficiencies

Average cost of an integration is 14% of the deal value, but can reach 30%

Solving issues: the five areas of acquisition integration



Org. Charts



Technologies & Products



Business Operations



Processes



Business Cultures

Private Equity



Gain a competitive advantage in scaling. Exit businesses that have used integration Best Practices

Strategic Acquirers



Successfully balance acquisitions and your organic growth

Advisors



Provide clients with best recommendations for achieving M&A value

Consultants



Plan and deliver M&A integrations that return the value modeled in the Deal Thesis

We train and mentor our clients' employees in acquisition integration, building in-house skills for serial acquirers

Your People. Our Expertise

The SSIM™

Intista has developed a straightforward, unambiguous approach to integrating acquired lower-mid or mid-size businesses

Learn more at

<https://intista.com/integration/ssim/>



How We Help



Readiness

- Health Check your integration preparedness
- High-level integration planning
- Assess if your business is prepared and able to deliver M&A ROI



Delivery

- Implementation of Intista's SSIM™ methodology
- Align integration strategy with deal thesis
- Plan and setup your integration
- Run the IMO, monitoring and coordinating projects
- Advisory service to Steering Committee



Certification

- Train, certify and mentor your in-house team as *Acquisition Integration Managers*
- Relevant, actionable, practical learning
- Monthly Mastermind groups
- Checklists, templates, reference documents



Support

- Your team leads the integration, Intista supports and mentors them to a higher level
- Delivery through, flexibility, determination, pragmatism, and empathy

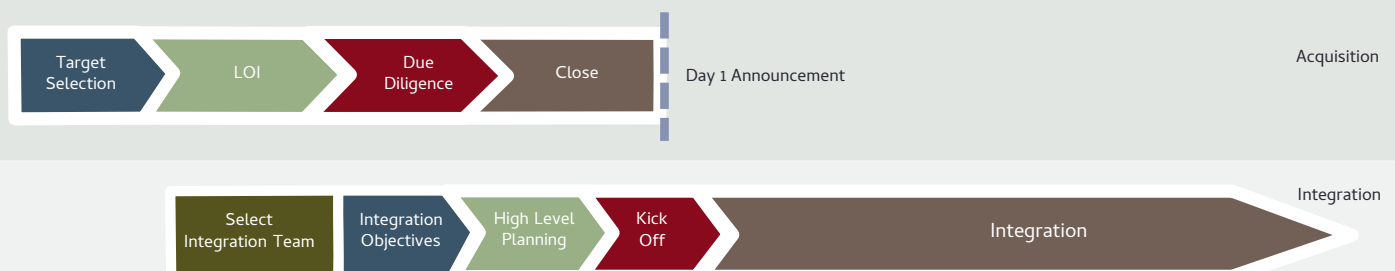


Resources

- Available expertise and advice
- Continued access to online training
- Integration Mastermind sessions
- Recommendations on further improvement

Bringing the Integration into the Team

The team is selected after LOI is completed. When Due Diligence is underway, the team is engaged



Focused on acquired lower-mid and mid-size businesses



Deal size between
\$5M and \$2B



Acquired business has
20 to 1000 employees



Acquirer can
be any size

Client	Location(s)	Industry	Engagement Type	No. of acquired employees
 Wallaby Medical	China, Germany, Ireland, USA, UK, Italy	 Medical devices	Phenox integration	400
 Cox Automotive	USA, UK	 Automotive	Integration training	N/A
 Boral	USA: GA, UT	 Construction materials	Headwaters integration	750
 Cross Country Healthcare	USA: FL	 Medical staffing	Medical Staffing Network integration	200
 Matrix Medical Network	USA: FL, AZ	 Healthcare assessments	HealthFair integration	100
 Office Depot	USA: FL	 Retail	OfficeMax integration	29,000
 Beyer Construction	USA: TX	 Construction	Transformation assessment	N/A
 CAE	USA: OK, TX, FL	 Flight simulators	Titan Corporation integration	7,600
 Flagger Force Traffic Control Services	USA: PA	 Traffic Safety	Integration training, process setup	N/A
 DCC Diversified Construction Contractors	USA: LA	 Construction	Acquisition announcement prep.	25

Who We Are

www.intista.com/about/meet-the-team/

Our Portfolio

www.intista.com/portfolio/

Flyers and Papers

www.intista.com/resources/downloads/



info@intista.com

