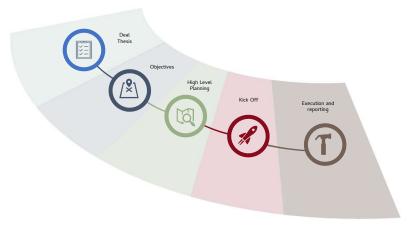
Certified Acquisition Integration Manager™ (CAIM)

The average success rate of acquisition integration is 30%*. Ours is 90%

We will train, certify and mentor your team our integration approach

Intista's Certified Acquisition
Integration Manager™ program:

- A straightforward integration approach designed for lower-mid and mid-size integrations
- Develop in-house acquisition integration expertise
- Defines clear integration roles and responsibilities
- Teaches how to communicate the right message, at the right time, to the right audience
- Establishes a repeatable process that will improve integration efficiencies
- Applies our proprietary Small business Simplified Integration Method (SSIM™)



Intista understands that integration training may be taking place during the confidential phase of an acquisition. All information provided is treated in the strictest confidence. Develop your company's in-house acquisition integration expertise and capabilities through our Certified Acquisition Integration Manager™ (CAIM) program.

We impart practical, actionable steps and guidance to successful integration.

If you want to control the costs of bringing in external expertise, this program is the solution.

Our CAIM program teaches how to plan, announce, and run the integration of an acquired lower-mid or mid-size.

We do not teach-and-leave: we continue to mentor students through their learning curve after the training is completed. We are committed to developing acquisition integration skills.

Your People Our Expertise

Online Learning and Certification

- On-demand training that allows minimal disruption to your business
- Leverages the SSIM, the right size process for your business
- Templates and checklists to build your company-specific playbook
- Access to our Integration Mastermind group
- Great value for cost containment





info@intista.com



www.intista.com/caim



Certified Acquisition Integration Manager (CAIM™) Delivery Options

	Self-Paced ▶	Cohort Class	Private Class A A
Description	 Study online at your own pace. Suitable for students with An immediate need to complete the training and certification Limited time to study each week 	 Students are organized into a study group (cohort) class. Each week the cohort is assigned lessons to study online. A review meeting is held at the end of the week to discuss and ask questions about what they have learned with an instructor. The cohort is a popular way of being held accountable for completing the training and certification, while still allowing self-paced study 	 All students are from a single business, allowing acquisition-specific and confidential discussions to take place with your instructor. The pace and schedule of studies are agreed before starting. Live Remote and Classroom training delivery options are available See below for options
Includes	 Certification after Final Assessment 12 months' access to all self-paced online material. Integration Mastermind discussion groups, held monthly 	 Weekly review meeting discussions on topics, questions arising from the studies Certification after Final Assessment 12 months' access to all self-paced online material. Integration Mastermind discussion groups, held monthly 	Various options. See below
Format	 Self-paced online Students are encouraged to complete in 5 weeks. Typically takes 15-22 hours Assessments are online 	 Self-paced online with weekly review meetings with instructor Students are encouraged to complete in 5 weeks. Typically takes 15-22 hours Assessments are online 	Various options. See below
Price	 \$2,495 per student Discount 10% when 3+ students Discount 20% when 8+ students 	 \$2,495 per student Discount 10% when 3+ students Discount 20% when 8+ students 	Price variesA minimum number of students must attend
Subsequent years	\$250/yr subscription per student to sustain certification status	• \$250/yr subscription per student to sustain certification status	 \$250/yr subscription per student to sustain certification status
Register	www.intista.com/training/caim/	www.intista.com/training/caim/	www.intista.com/training/private-class/



Members of the AM&AA benefit with price discounts. Contact us for details







Certified Acquisition Integration Manager (CAIM™) Private Delivery Options

A private training class is recommended when all students are from a single business. The privacy of the group allows:

- Student attendees to speak about acquisition-specific topics and hold confidential discussions with the instructor
- You to set the pace and schedule of studies
- Custom training content to be created and included (at an additional fee)

Benefit from the shared experience of learning with your colleagues and gain from the freedom to learn, digress, and discuss together the best approach for your specific integration.

Classroom **Private Cohor Live Remote Training** Description Students are organized into a study Live training taught remotely over Live training taught at your business group (cohort) class. the Internet, using Zoom or similar location. Discussions with your Each week the cohort is assigned technology. Discussions with your instructor can be acquisition-specific instructor can be acquisition-specific lessons to study online. A review and confidential. meeting is held at the end of the week and confidential. Private group allows confidential to discuss and ask questions about The schedule can be agreed to and integration-specific discussions. what they have learned with an match your needs and availability. Popular when intensive, focused, Typically scheduled as either 3½ full study is required. Studies show that The cohort is a popular way of being days, or 7 half days of study. classroom learning is the delivery held accountable for completing the Remote training is popular when type that is absorbed by students training and certification, while still students are in disparate locations. the best. allowing self-paced study **Format** Self-paced online training with live 24 hours taught either over 3.5 days, 28 hours taught over 4 full days course discussions each week or 7 half days Private group allows confidential Completes in 5 weeks. Typically takes Assessments are online and integration-specific discussions 15-22 hours of study and 4 hours of Custom training can be included. Printed training material included discussion Please discuss with Intista Assessments are online Assessments are online Custom training can be included. Please discuss with Intista **Price** \$2,245 per student \$3,745 per student \$4,990 per student + travel expenses Minimum of 4 students Minimum of 6 students Minimum of 8 students Discount 20% when 8+ students Discount 20% when 10+ students Discount 20% when 12+ students Subsequent \$250/yr subscription per student to \$250/yr subscription per student to \$250/yr subscription per student to sustain certification status sustain certification status sustain certification status years

To Start a Discussion

Contact us, or go to https://intista.com/training/private-class/ and complete the form



