

# Certified Acquisition Integration Manager<sup>®</sup> (CAIM<sup>®</sup>)

M&A integration that creates rapid growth,  
not reduced costs



**Intista** is a specialist in delivering the integration of acquired lower-mid and mid-size businesses.

We train and certify M&A integration teams through our **Certified Acquisition Integration Manager (CAIM<sup>®</sup>) program.**

The CAIM<sup>®</sup> imparts practical, actionable steps, and recommendations for the successful integration of lower-mid and mid-size acquisitions:

- Plan people, operations, technologies and cultural integrations
- Announce the acquisition on “Day 1”
- Execute, track, and report workstream progress and dependencies

**The experts in your business  
can be experts in integration**  
**Your People, Our Expertise**



**Cohort learning combined with powerful discussion groups**

- Leverages our SSIM<sup>™</sup> approach: the right process for lower-mid and mid-size add-ons
- Templates and checklists to build your company-specific playbook
- Access to our Integration Mastermind group
- Available as online training, so you can fit training into your schedule



Training



Certifying



Mentoring



Improving

# The Small business Simplified Integration Method (SSIM™)

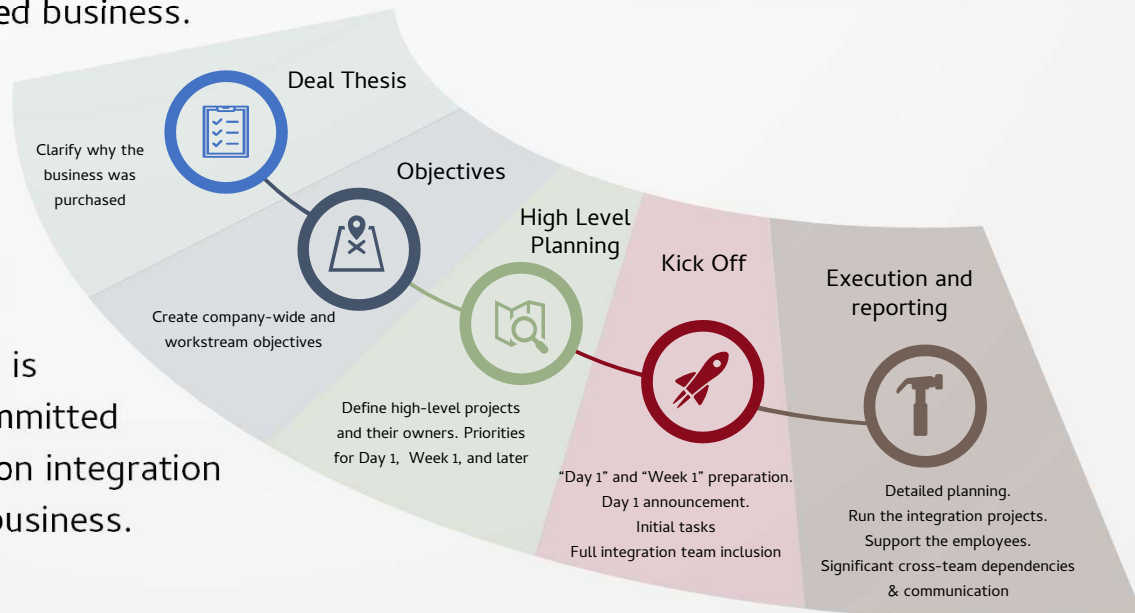


How do you preserve the qualities you acquired for, during the necessary integration of business functions?

Intista's Small business Simple Integration Method (SSIM™) is our straightforward integration approach designed for small and mid-size acquisition integrations.

We show you how to preserve the culture and value of your acquisition, while creating a well-functioning, aligned business.


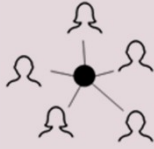

Beyond the training, we do not teach-and-leave: we mentor students through their learning curve after the training is completed. We are committed to developing acquisition integration competencies in your business.



The *Certified Acquisition Integration Manager® (CAIM®)* program:

- Develops 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
- Creates new career paths for employees
- Lowers long-term costs

# Delivery Options

	Self-Paced 	Cohort 	Private Training 
Description	<ul style="list-style-type: none"> <li>• Study online at your own pace.</li> <li>• Suitable for students with               <ul style="list-style-type: none"> <li>• An immediate need to complete the training and certification</li> <li>• Limited time to study each week</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Students are organized into a study group (cohort) class.</li> <li>• 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.</li> <li>• The cohort is a popular way of being held accountable for completing the training and certification, while still allowing self-paced study</li> </ul>	<ul style="list-style-type: none"> <li>• All students are from a single business, allowing acquisition-specific and confidential discussions to take place with your instructor.</li> <li>• The pace and schedule of studies are agreed before starting.</li> <li>• Live Remote and Classroom training delivery options are available</li> <li>• See below for options</li> </ul>
Includes	<ul style="list-style-type: none"> <li>• Certification after Final Assessment</li> <li>• 12 months' access to all self-paced online material.</li> <li>• Integration Mastermind discussion groups, held monthly</li> </ul>	<ul style="list-style-type: none"> <li>• Weekly review meeting discussions on topics, questions arising from the studies</li> <li>• Certification after Final Assessment</li> <li>• 12 months' access to all self-paced online material.</li> <li>• Integration Mastermind discussion groups, held monthly</li> </ul>	<ul style="list-style-type: none"> <li>• Various options. See below</li> </ul>
Format	<ul style="list-style-type: none"> <li>• Self-paced online</li> <li>• Students are encouraged to complete in 5 weeks. Typically takes 15-22 hours</li> <li>• Assessments are online</li> </ul>	<ul style="list-style-type: none"> <li>• Self-paced online with weekly review meetings with instructor</li> <li>• Students are encouraged to complete in 5 weeks. Typically takes 15-22 hours</li> <li>• Assessments are online</li> </ul>	<ul style="list-style-type: none"> <li>• Various options. See below</li> </ul>
Price	<ul style="list-style-type: none"> <li>• \$2,495 per student</li> <li>• Discount 10% when 3+ students</li> <li>• Discount 20% when 8+ students</li> </ul>	<ul style="list-style-type: none"> <li>• \$2,495 per student</li> <li>• Discount 10% when 3+ students</li> <li>• Discount 20% when 8+ students</li> </ul>	<ul style="list-style-type: none"> <li>• Price varies</li> <li>• A minimum number of students must attend</li> </ul>
Subsequent years	<ul style="list-style-type: none"> <li>• \$250/yr subscription per student to sustain certification status</li> </ul>	<ul style="list-style-type: none"> <li>• \$250/yr subscription per student to sustain certification status</li> </ul>	<ul style="list-style-type: none"> <li>• \$250/yr subscription per student to sustain certification status</li> </ul>
Register	<a href="http://www.intista.com/training/caim/">www.intista.com/training/caim/</a>	<a href="http://www.intista.com/training/caim/">www.intista.com/training/caim/</a>	<a href="http://www.intista.com/training/private-class/">www.intista.com/training/private-class/</a>



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

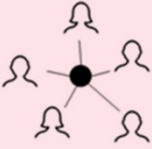


# Private Training Delivery

Recommended when all students are from a single business

- Benefit from the shared learning experience with colleagues
- Learn, digress, and discuss best approaches for your specific acquisitions
- You set the pace and schedule of studies
- Custom training content can be created and included (additional fee)

## Learn more!

Email [solutions@intista.com](mailto:solutions@intista.com) , or go to <https://intista.com/training/private-class/>

	<b>Private Cohort</b> 	<b>Private Live Remote</b> 	<b>Private Classroom</b> 
<b>Description</b>	<ul style="list-style-type: none"> <li>• Students are structured into a study group (cohort) class.</li> <li>• 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.</li> <li>• The cohort is a popular way of being held accountable for completing the training and certification, while still allowing self-paced study</li> </ul>	<ul style="list-style-type: none"> <li>• Live training taught remotely over the Internet, using Zoom or similar technology. Discussions with your instructor can be acquisition-specific and confidential.</li> <li>• The schedule can be agreed to match your needs and availability. Typically scheduled as either 3½ full days, or 7 half days of study.</li> <li>• Remote training is popular when students are in disparate locations.</li> </ul>	<ul style="list-style-type: none"> <li>• Live training taught at your business location. Discussions with your instructor can be acquisition-specific and confidential.</li> <li>• Private group allows confidential and integration-specific discussions.</li> <li>• Popular when intensive, focused, study is required. Studies show that classroom learning is the delivery type that is absorbed by students the best.</li> </ul>
<b>Format</b>	<ul style="list-style-type: none"> <li>• Self-paced online training with live course discussions each week</li> <li>• Completes in 5 weeks. Typically takes 15-22 hours of study and 4 hours of discussion</li> <li>• Assessments are online</li> </ul>	<ul style="list-style-type: none"> <li>• 24 hours taught either over 3.5 days, or 7 half days</li> <li>• Assessments are online</li> <li>• Custom training can be included. Please discuss with Intista</li> </ul>	<ul style="list-style-type: none"> <li>• 28 hours taught over 4 full days</li> <li>• Private group allows confidential and integration-specific discussions</li> <li>• Printed training material included</li> <li>• Assessments are online</li> <li>• Custom training can be included</li> </ul>
<b>Price</b>	<ul style="list-style-type: none"> <li>• \$2,245 per student</li> <li>• Minimum of 4 students</li> <li>• Discount 20% when 8+ students</li> </ul>	<ul style="list-style-type: none"> <li>• \$6,240 per student</li> <li>• Minimum of 6 students</li> <li>• Discount 20% when 10+ students</li> </ul>	<ul style="list-style-type: none"> <li>• \$9,980 per student + travel expenses</li> <li>• Minimum of 6 students</li> <li>• Discount 20% when 10+ students</li> </ul>
<b>Subsequent years</b>	<ul style="list-style-type: none"> <li>• \$250/yr subscription per student to sustain certification status</li> </ul>	<ul style="list-style-type: none"> <li>• \$250/yr subscription per student to sustain certification status</li> </ul>	<ul style="list-style-type: none"> <li>• \$250/yr subscription per student to sustain certification status</li> </ul>