



# 5 Steps to a Successful Integration Team

## Improve the ROI on your Integrations

### How We Improve Your Acquisition Integrations

#### Readiness



Health Check your preparedness for acquisition integration

- Is your business prepared and able to deliver the ROI on your acquisitions?

#### Certification



Training and Certification

- Self-paced, on demand training
- Short, focused learning topics
- Understand how an integration *should* work
- Quickly climb the learning curve
- Templates and checklists

#### Delivery



Integration Delivery

- We will plan and deliver your integration, demonstrating how the SSIM™ is used
- Strategy that aligns with the reasons for acquiring
- Preparation of the integration teams
- Planning and delivery of all communications
- Managing, delivering and reporting your integration

#### Support



You Lead, We Mentor

- Your team leads the integration
- Intista mentors and supports your team in how to deliver and improved acquisition integration for your business

#### Resources



Available Advice and Expertise

- Supporting your team, as needed, with their integrations
- Filling in gaps in knowledge
- Providing integration staffing resource
- Addressing your challenges

### Specialists in integrating acquired small, lower-mid and mid-size businesses

Typically engaged when

- The acquired business has between 30 and 1000 employees
- Deal size is \$5M - \$2B



Our expertise will reduce the inefficiencies and delays that can prevent value delivery

Our team of integration specialists are highly experienced in the pre-deal and post-deal steps and techniques to merge the five areas of an integration

- People (the organization chart)
- Business operations
- Technologies
- Processes
- Cultures



Intista are the creators of the *Certified Acquisition Integration Manager* (CAIM) designation