



Improving Your Delivery of M&A Value

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



Unimproved 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%

We solve these issues with programs that address the five areas of acquisition integration



People



Technologies/products



Operations



Processes



Cultures

Focused on integrating acquired lower-mid and mid-size businesses



Acquired business has between 20 and 1000 employees



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

How We Help



Readiness

- Health Check your preparedness for acquisition Integration
- High-level integration planning
- Assess if your business prepared and able to deliver the ROI on your acquisitions



Certification

- Certify and mentor your in-house team to be *Acquisition Integration Managers*
- Web-based on demand training, with option for weekly class reviews
- Relevant, actionable, practical learning
- Monthly Mastermind groups
- Download templates, checklists, reference documents



Delivery

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



Support

- Your team leads the integration, Intista supports, mentors them to a higher level
- Success measures, communication delivery, limiting scope creep



Resources

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

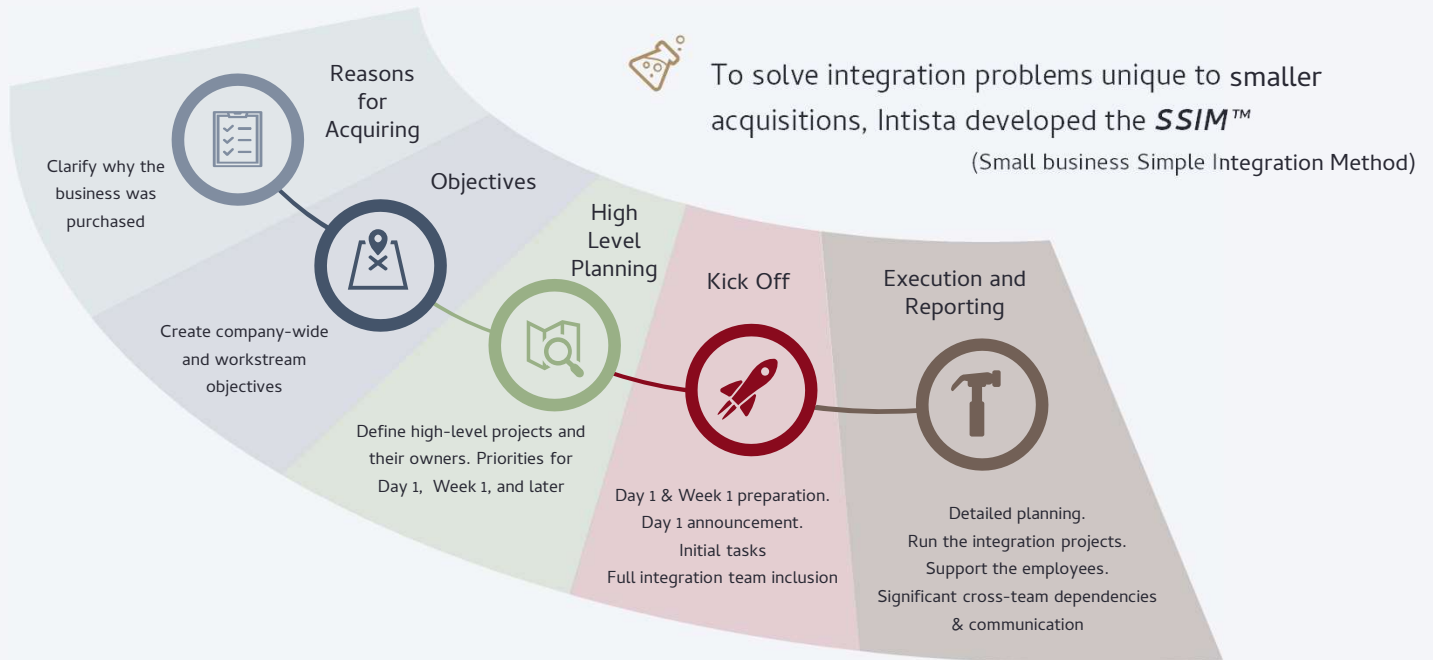


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Our approach is designed specifically for lower-mid and mid-size acquisitions



When to Engage Us



Who We Are

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

Our Portfolio

www.intista.com/portfolio/

Flyers

www.intista.com/resources/downloads/



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Your People. Our Expertise