



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



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



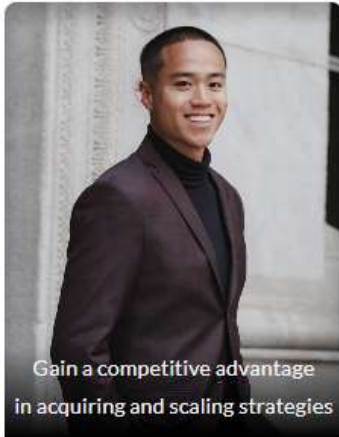
Operations



Processes



Cultures



Gain a competitive advantage in acquiring and scaling strategies



Balance your strategic acquisitions and organic growth



Advise your clients in best ways to get M&A value



Plan and deliver M&A integrations

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



Acquired business has between 20 and 1000 employees

The acquirer can be any size



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



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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

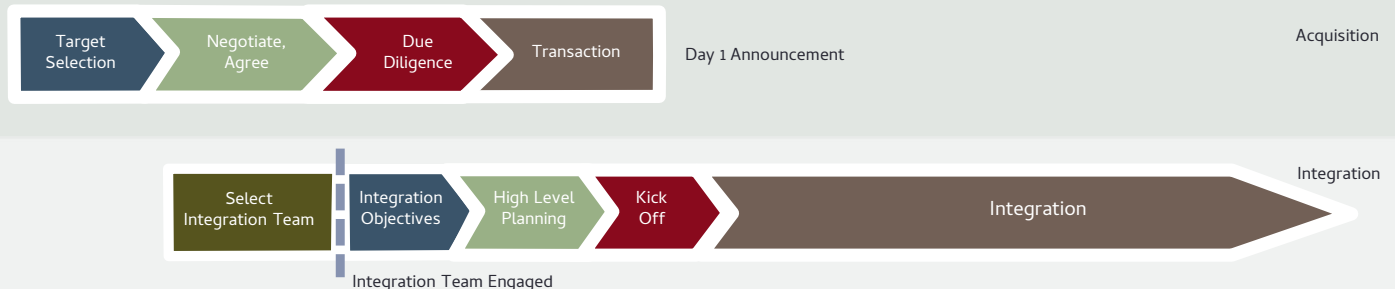
- Your team leads the integration, Intista supports, mentors them to a higher level
- Success measures, communication delivery, limiting scope creep



Resources

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

Integration team is selected before Due Diligence begins and is engaged during it



Who We Are

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

Our Portfolio

www.intista.com/portfolio/

Flyers

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Your People. Our Expertise