

Value creation should not be a pipe dream.

We Get It. Mergers and acquisitions are among the most complicated initiatives that any organization undertakes. Your top priority is to ensure your merger or acquisition expands revenue and reduces operating costs. Merging disparate organizations, people, processes and technologies is a daunting task that can be a source of significant distraction from a company’s core operations. All too often, M&A activities don’t meet their original objectives, and synergies and anticipated returns on investment are not achieved due to surprises during execution. **We Can Help.**

M&A: Major Tasks Accretive Solutions Can Lead or Provide Support

Throughout the acquisition process, there are a variety of core tasks that need to be completed. Accretive Solutions has established tools and templates to facilitate this work.

	Stage 1 Pre-Acquisition Planning		Stage 2 Due Diligence		Stage 3 Integration Planning			Stage 4 Transition Solution	Stage 5 Full Integration
Planning Strategy	Phase 1.1 Integration Planning		Phase 2.1 Due Diligence		Phase 3.1 Assess Target	Phase 3.3 Gap Analysis	Phase 3.4 Develop Plan		
Teamwork		Phase 1.3 Sign Letter of Intent		Phase 2.3 Closing of Deal			Phase 4 Transition Solution	Phase 5 Full Integration	
Communication	Phase 1.2 Acquisition Process		Phase 2.2 Integration Team Building		Phase 3.2 Build Joint Implementation Team		Short-term	Long-term	
	Stage 1 Tasks Articulate deal rational and assumptions Identify key value drivers Plan general integration approach Develop and adapt workbook/configure software Sign letter of intent		Stage 2 Tasks Begin Due Diligence process Re-assess deal rationale and assumptions Validate and hone key value drivers Re-assess viability of deal/deal terms Hone integration approach Create communication plan Communicate with target Build integration team		Stage 3 Tasks Assess target Build joint team Develop gap analysis Develop plan to “close gaps” based on options Get plan approved by steering group Final decision on structure and org set up			Stage 4 & 5 Tasks Use joint team to deliver transition solution Full integration	

For more information regarding how Accretive Solutions can assist your company with Mergers & Acquisition Service, please contact your local Client Development Manager.

CASE STUDY: Systems Support for a Large Energy Merger

CHALLENGE

Two major energy companies were merging and needed help designing improved financial processes for the combined entity, as well as assistance with data clean-up of various accounting issues.

SOLUTION

We led the business and systems integration project, provided assistance in the data clean-up of critical accounting data and helped design improved financial processes for the combined entity. Our work included identifying and correcting errors that resulted from the recent implementation of a major ERP system.

RESULT

We streamlined processes, reduced or eliminated the recurrence of errors and improved the transition to, and effectiveness of the new ERP system and the clients' core processes.

CASE STUDY: Integration and Process Improvement Support

CHALLENGE

A large, acquisition-intensive, electrical products distributor needed comprehensive project management support to help with on-going integration activities.

SOLUTION

We provided due diligence support, evaluated acquisition targets, and directed the planning and implementation of all integration activities. In addition, we provided subject matter expertise for various functional teams in support of the new structure.

RESULT

We developed core processes and procedures to guide future acquisitions and reduce the amount of time and money it took for integrating new companies into the organization.

We Get It. With more than 30 years of professional services experience providing coordinated, cross functional team, we stand ready to help our clients address their most pressing challenges. To arrange a business meeting with one of our experts, contact your local Client Development Manager.