



Operations &
Management

Mergers & Acquisitions Integration Management



collective
insights
CONSULTING

Don't guess if you made the right decision... know you did!

70-
90%

is the failure rate for mergers
and acquisitions, according to the
Harvard Business Review ¹

>50%

of post-merger synergies are
IT-related ²

42%

of the time, pre-merger due
diligence fails to provide an
adequate roadmap for capturing
synergies and creating value ³

If You Answer “Yes” to Any of These Questions:

Q: Do you lack a clearly defined repeatable process for a merger?

Q: Was the status of the last merger poorly communicated?

Q: Did your last merger or acquisition fail to deliver the value expected?

Q: Would a repeatable roadmap for future mergers and acquisitions be beneficial?

Q: Did the integration of systems never occur after your last merger?

Q: Would you like to increase speed to market to ensure your return on investment?

**Then our expertise is what you need.
Together, we'll reach a better best.**

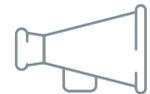
As your business grows, you will likely face the decision to expand by acquiring (or merging with) other companies or perhaps narrow your focus by divesting parts of your company. The task of merging or separating companies is quite complex with often significant impacts to people, process, and technology, as well as the potential for legal impacts. When the process is finally complete, companies struggle to assess if they did it right and, more importantly, if they received the expected return on investment with the metrics to prove it. Without experienced guidance, oversight, and value tracking metrics, mergers and acquisitions could lead to increased risk, future poor decisions, and serious negative impacts to the bottom line.

Collective Insights has proven Mergers and Acquisitions Integration Management capabilities and thought leaders. We focus on providing transparency and driving accountability to meet strategic integration goals with clear communication throughout the merger process.

Collective Insights helps you work through the following:



Creating a playbook to drive successful execution of the integration



Providing a communication plan to ensure transparency and trust



Evaluating and measuring alignment and the impact on culture



Rationalizing your company processes, systems, tools, and information



Developing key performance indicators for customers, employees, processes, and revenue



Providing oversight and reporting for milestones and deliverables

Our Services. Your Success.



Business Transformation

- Strategic Planning
- Target Operating Model Architecture
- Strategic Finance
- Supply Chain Transformation
- Process Optimization
- Enterprise Performance Management



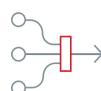
Technology, Information & Security

- Technology Strategy & Architecture
- Cloud & Edge Computing Enablement
- Technology Modernization
- Intelligent Information & Analytics
- Integrated Automation
- Next-Generation Cyber Security



Human Capital

- Organizational Change Management
- Strategic Communication
- Instructional Design & Development
- Workforce Development
- Organizational Design
- Culture Transformation



Operations & Management

- Program & Project Management
- Business Continuity
- Strategic Selection
- Vendor Management
- Mergers & Acquisitions Integration Management
- Portfolio & Demand Management

References

- 1 <https://lakeletcapital.com/reasons-why-mergers-acquisitions-fail-and-succeed/>
- 2 <https://www.mckinsey.com/business-functions/strategy-and-corporate-finance/our-insights/understanding-the-strategic-value-of-it-in-m-and-38a#>
- 3 <https://www.bain.com/vector-digital/enterprise-technology/it-mergers-and-acquisitions>

Collective Insights Consulting

info@collectiveinsights.com | www.collectiveinsights.com

3565 Piedmont Road NE
Building 1, Suite 520, Atlanta, GA 30305

© Copyright 2020

