

# Mergers & Acquisitions Consulting Strategic Plan

## Executive Summary

This strategic plan outlines our consulting approach to support organizations in successfully executing mergers and acquisitions (M&A). Our goal is to maximize value creation, streamline integration, and mitigate associated risks throughout the M&A lifecycle.

## Objectives

- Identify and evaluate potential M&A opportunities aligned with client strategy.
- Conduct thorough due diligence to surface risks and synergies.
- Develop and execute integration plans with measurable outcomes.
- Ensure seamless communication among stakeholders.

## Scope of Services

1. Target Identification & Assessment
2. Valuation & Financial Analysis
3. Due Diligence (Financial, Operational, Legal)
4. Transaction Structuring & Negotiation Support
5. Post-Merger Integration Planning
6. Change Management & Communication

## Strategic Approach

### 1. Opportunity Analysis

Work with the client to define acquisition criteria, screen potential targets, and prioritize opportunities based on strategic fit and financial return.

### 2. Due Diligence

Conduct a comprehensive evaluation across financial, operational, legal, and cultural areas to uncover risks and validate synergies.

### 3. Deal Execution

Support negotiations, assist in deal structuring, and coordinate with legal and financial advisors to ensure smooth transactions.

### 4. Post-Merger Integration

Develop detailed integration plans, establish governance, track progress, and address emerging challenges for successful business unification.

## Key Milestones & Timeline

1. Week 1-2: Define objectives and M&A criteria
2. Week 3-6: Target screening and initial assessment
3. Week 7-10: Conduct due diligence
4. Week 11-12: Deal negotiation and closing
5. Post-closing (Month 1-6): Integration planning and execution

## Success Metrics

- Value creation versus acquisition cost
- Integration milestones achieved on time
- Employee and stakeholder satisfaction
- Retention of key talent

## Conclusion

Our consulting team is committed to guiding clients through the complexities of M&A, ensuring strategic alignment, operational effectiveness, and sustainable value generation.