Successful Post-Merger Integration

Practical In-Career M&A Training
Secure Value And Deliver Synergies Through Effective Integration

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Programme Overview

This two day programme teaches a proven, best-practice approach to running a speedy but controlled post-merger integration. It provides a solid grounding in the techniques used by some of the world’s most successful companies to achieve the synergies that are essential to deliver value from an acquisition.

The course covers the integration issues most likely to arise in each business function and the most important business processes. Participants are also taught an effective approach to controlling the integration project and maintaining the focus on delivery.

Guided by our expert tutors you move from the key decisions made in the pre-deal phase through the critical first 100 days and on to full synergy delivery.

Teaching Approach

The course is taught by tutors with practical experience of delivering large and smaller scale integrations for multinational corporations. The course is rich with real world illustrations and case studies from the tutors’ own experiences.

The Institute’s focus is on practical, implementable instruction. Participants will leave the course with templates and methodologies that can be taken back to their businesses and used immediately to give a professional edge to integration activity.

Groups are kept deliberately small - a maximum of ten - making sure there is enough time to focus on the specific issues facing each participant.
Is it right for me?

Typical programme participants are:

- Executives and managers about to become involved in an M&A integration.
- From a range of roles including general management, finance, change management, business development, finance, IT and HR.
- From a wide range of industries, commerce and the professions.
- International - more than 50% of our participants are from outside the UK.

Benefits to you

This course will broaden and deepen your understanding of integration as a crucial component of the M&A process.

It equips you with the skills to assess integration issues in due diligence and after closing deliver a controlled project that delivers or even exceeds synergy expectations.

You will leave the course ready to lead or play a full part in a successful post-merger integration.

Benefits for your company

Delivering the pre-deal business case through effective integration is one of the key challenges facing major corporations. Executives with the skills and knowledge to deliver post-merger integration benefits are essential to meet that challenge.

Failed post-merger integration projects are expensive financially and in terms of management time. Executives trained in best integration practices are essential to avoid mistakes and deliver the expected shareholder value.

“It is vital that companies establish a well-integrated, continuous process linking the pre-deal phase, the deal period, and the post-deal phase. This is a crucial feature of successful deals. It is critical that the “owners of the synergies” be involved before the deal is closed.”

Nuno Fernandes
Author
“The Value Killers”
Course Programme

Day 1

Module 1 - Pre-Deal PMI Considerations

M&A strategy drives PMI activity
PMI considerations in the M&A transaction process
Linking due diligence to PMI objectives

Module 2 - Getting the Big Picture Right

Managing risk
Vision and aspiration
Deciding the level of integration
Setting an appropriate pace
PMI consequences of deal and payment structures

Module 3 - Controlling the Integration Process

Understanding PMI as a change management process
The role of executive leadership
Driving synergy delivery
PMI project infrastructure and organisation
Reporting on progress and synergy delivery
Course Programme

Day 2

Module 4 - Delivering the Integration

Communications

Human Resources:
  Leadership and management
  Managing the potential for cultural conflict
  People selection exercises
  Key staff retention

Sales and Marketing
  Customers, channels, brands and sales force structure
  Revenue synergy delivery

Information Technology

Establishing Financial Control

Operations:
  Typical operations PMI challenges
  Transitional service arrangements

Legal matters

Module 5 - Conclusion “Steps to Assured Integration Success”
Accreditation

About the CPD Standards Office

The CPD Standards Office was established to raise Continuing Professional Development (CPD) standards by accrediting high-quality CPD provision. It is linked with universities and educational organisations, and works closely with professional bodies, institutes and employers.

The CPD Standards Office criteria and processes are overseen by an independent advisory board of experts, drawn from academics, CPD professionals and employers. They implement the findings of the latest research into improving the standards and effectiveness of CPD.

What does this mean for you?

As an accredited CPD provider The Merger Training Institute can provide certification of CPD hours or points that are required on an annual basis by the members of many professional bodies to maintain their professional status.

Accreditation by the CPD Standards Office provides a benchmark of quality that serves both professionals and providers, and helps to raise overall standards. Its accreditation now covers more than 500 training providers in 22 countries.

The CPD Standards Office
CPD PROVIDER: 21131
2018 - 2020
www.cpdstandards.com
Venues

The Institute of Directors (IOD)
116 Pall Mall,
London
SW1Y 5ED
United Kingdom

Hyatt Regency (Corniche)
Deira
Dubai
United Arab Emirates

Grand Hyatt Singapore
10 Scott’s Road
Singapore 228211
Republic of Singapore

Dates

The Successful Post-Merger Integration training course runs in London eleven times per year. The course runs in Singapore three times per year.

For the dates of courses at each venue please visit our website:

WWW.MERGERTRAININGINSTITUTE.COM

Costs

London: £1500 plus VAT (20%)

Singapore: USD 2250

NOTE: Participants from outside the European Union can reclaim VAT on courses held in London.
Bookings

Through our Website

The best way to book is through our website at:

WWW.MERGERTRAININGINSTITUTE.COM

Navigate to the “bookings” section through the tab in the header of the webpage and choose the course, date and location you prefer. Alternatively click the “Book Now” button on any of the main course pages.

By Email

Send an email stating the course, dates and location you would like to attend to:

bookings@mticourses.com

Enquiries

We are always happy to answer any questions you might have about course content or administrative arrangements. Send your questions to:

enquiries@mticourses.com

Or call us during UK office hours on:

+44 (0)1604 432964
Terms and Conditions

Public courses and conferences

Payment of Course Fees

An invoice will be issued as soon as a booking confirmation is received and is payable a maximum of 21 days before the start date of the course. MTI reserves the right to cancel the booking(s) if fees are not paid on time. If the participant(s) fails to attend on the day(s) of the course without prior notice the full fee remains payable.

If MTI have to cancel an event, our liability is limited to the return of the event fee. Participants are strongly advised not to make travel or accommodation arrangements on a non-refundable basis.

Transfer of Bookings & Cancellation

All cancellations and requests for transfers must be made in writing. There is no charge for cancellations notified 14 or more days prior to the event date. If a cancellation is made less than 14 days before the event date then the full fee is due and no fees will be refunded. Participants are able to transfer their booking to a later event date free of charge up to and including 14 days prior to the event. Transfers of bookings made less than 14 days prior to the event will result in a transfer fee of 25% of the course fee + VAT if applicable. Attempts to transfer bookings on or after the day of the event will be treated as a failure to attend and a transfer fee of 100% plus VAT will be payable. Substitute participants are permitted at no additional cost.

Copyright

The recording of the event or events by means of taping, video or any other form is not permitted without the written consent of MTI. You agree to use the supplied event materials for purposes of that event and you will not disseminate the supplied materials throughout your firm or place it on external websites or on any intranet.