

Overview of Delivering Deal Value service offerings

Service offering	Description of services	Trigger words / phrases
Integration management	<p>We help clients accelerate the transition and achieve rapid integrations that fully realise the desired synergies and allow them to return to a "business as usual" environment as quickly as possible after a deal.</p> <p>To put it simply, we help clients to:</p> <ul style="list-style-type: none"> • Create robust revenue and cost synergy cases that capture the full deal potential; • Design and implement combined operating models (including organisation structure) that deliver rapid value impact, create a path for change, and foster sustainable long term deal value across people, process & activities, assets, contracts and technology; • Establish a robust and tested integration capability and to effectively approach and efficiently manage integration planning and delivery; • Align leadership to capture deal value; and • Drive cultural changes and integrations that motivate / retain employees 	<p>Mergers Acquisitions Synergy identification</p> <p>Due diligence support / findings Gap analysis</p> <p>Asset vs. share deal Competition Commission approval</p> <p>Integration strategy</p> <p>Risk of pre-implementation Day 1 readiness Brand decision</p> <p>Cultural differences IT integration First 100 Days</p> <p>Compliance with Labour Relations Act Independent SteerCo reporting Synergy tracker</p> <p>Cross functional integration work plans Value-add project management</p>
Carve-out / separation management	<p>If you're a vendor, we can help you to assess the full costs of the carved-out business and the transitional support required. Also the implications thereof on the expected returns from the deal. We can also help you to anticipate bidder requirements, which can accelerate the deal process and maximise the proceeds. We ensure separation plans can be delivered, that business disruption is minimised and that there is an appropriate and executable level of support during the transition.</p> <p>If you're an acquirer, we can help evaluate and challenge the cost base and effectiveness of the transition plans and improve operational efficiency, both during the transition and as a standalone business. We will work alongside you to implement these plans effectively.</p>	<p>Divestment Carve-out Asset vs. share deal</p> <p>S197 LRA Pro-forma standalone financial statements</p> <p>Standalone considerations / operating model</p> <p>Day 1 readiness Completeness of future cost base</p> <p>Cession or novation of contracts</p> <p>Legal restructure (BBBEE) Going concern Shared costs</p> <p>Value-add project management Change of ownership Transitional service agreements</p> <p>Cross functional separation work plans</p>
Integration health check	<p>"As-is" assessment of the current state of an integration against the client's original investment plan, best practice and our experience. The health check is recommended to be performed 6-18 months after integration and is tailored based on the client's need but typically based on the criteria which help realise value.</p>	<p>Has the acquisition delivered value? Quality assurance</p> <p>Synergies tracking and realisation</p> <p>Internal audit Temperature check on integration process</p>