## Overview of Delivering Deal Value service offerings

## Service offering

## **Description of services**

## Trigger words / phrases

Integration management 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.

To put it simply, we help clients to:

- 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

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.

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.

Integration health check

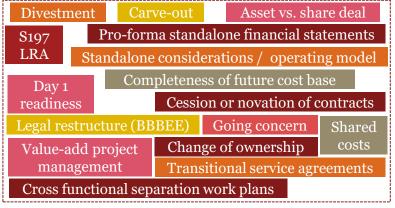
Carve-out /

separation

management

"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.

Acquisitions Mergers Due diligence support / findings Gap analysis Asset vs. share deal Competition Commission approval Risk of pre-Brand decision Day 1 implementation readiness First 100 Cultural differences Days IT integration Compliance with Independent Labour Relations Act SteerCo reporting Cross functional Value-add project integration work plans management



Has the acquisition delivered value?

Synergies tracking and realisation

Internal audit

Quality assurance

Temperature check on integration process