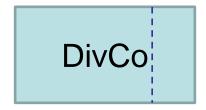
# Transitions – integrations and separations – a one shot opportunity to **Be Smart**

#### **Conventional**

3 step - Separate & externalise & integrate







BuyCo

## Smart Options examples

Direct transition
Manual transfer— re-enter
"New customer"
"New service"
Reverse in — BuyCo to DivCo process
Externalise services to shared suppliers
+ many other options

#### **Considerations**

Option set Joint team

- Speed
- Risk
- Cost

"The conventional way of separation or integration, is not always the most sensible in terms of costs, timing and risk".



### Transition Lifecycle – things to think about......

- Deal objectives
- Post M&A strategy for businesses
- Timeframe
- Constraints
- Business models
- Solution scenarios
- Culture
- Action plan
- Communication (internal & external)

Planning Phase

#### **Execution Phase**

- M&A agreement
- Critical path
- Business and functions aligned
- Processes & testing
- Cut-over
- Coping with pressure
- Project teams jointly deliver
- Action plan
- Communication

- Day 1 objectives
- Post completion support
- Completion adjustments
- Synergies
- M&A agreement did our input minimise issues?
- Action plan
- Communication

Post Completion Phase

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