



M&A Integration course 2018

19 & 20 April, Brussels

7 & 8 June, Amsterdam

16 & 17 August, London

20 & 21 September, Zurich

18 & 19 October, Singapore

Held in a boardroom setting with a maximum of 14 participants, this course is designed for management teams leading the M&A integration, and covers the spectrum from strategy formulation to deal integration.

Course Topics

Day 1: Essential Elements of Integration Planning

Establishing the strategic framework

- Business goals & integration strategy
- Identifying value drivers
- Converting strategy to integration planning

Pre-signing elements

- Deal types
- About due diligence
- Synergy quantification and qualification
- Valuation

Transition Service Agreements

Defining the integration challenge

- Risk assessment and integration planning
- Resource requirements & guidelines
- Scorecards and metrics
- Collaboration essentials

Integration governance

- The leadership question
- Establishing integration governance
- IMO roles & responsibilities

Day 2: Essential Elements of Integration Execution

Capturing value

- Facts based
- Cultural alignment
- Mobilizing the integration management office
- Tools and templates

Functional Workstream development

- Phasing and prioritization
- Turnkey events
- Communications
- Unique M&A scenarios

Building an internal competency

- Integration process optimization
- Integration playbooks

Target Participants

Corporate leaders preparing for strategic acquisitions. Senior leaders in Corporate Development, Strategic Planning, Program Management, Finance, Legal, Operations, IT and HR

Format

- 2 Day executive course
- highly interactive quiz mode
- Boardroom setting
- Maximum 14 participants
- Breakfast, lunch and snacks provided

Includes

- Course materials (paper and electronic format)
- 8 hours personal coaching in the 90 days following the course
- integration readiness diagnostic tool

Pricing*

€3,450 £/3.975 CHF per attendee. €2,950 £/3.395 CHF per attendee if registered 30 days prior to course start, or for companies with 3 or more participants.

*See cancellation policy

Instructors

The session is delivered by senior Partners of Global PMI Partners, a professional services firm focused exclusively on M&A integration. Formed in 2010, Global Post Merger Integration Partners has local operations across Europe, as well as international partners in the Americas, Asia, Australia and the Middle East. Our Partners are highly experienced and average 27 years of professional experience and have delivered more than 320 PMI projects.

Cancellation Policy

Cancellations or deferrals must be submitted in writing more than 30 days before the program start date to receive a full refund less 10% processing fee. Due to program demand and the volume of pre-program preparation, cancellations or deferrals received less than 31 days before the program start date will be charged in full.



Contact Sheila Mayfield for more information and to enroll:
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