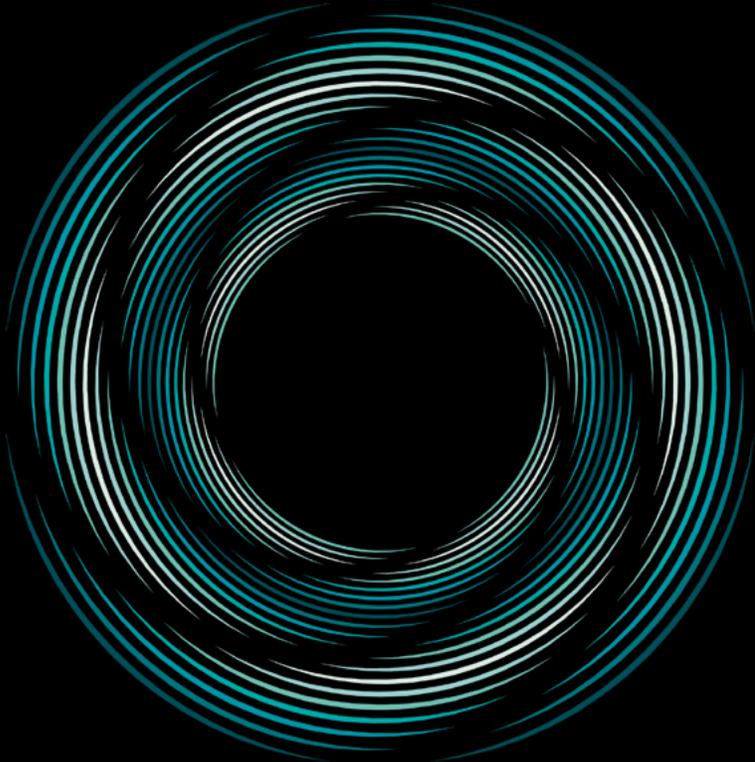# Deloitte.

The future of the deal

Total **M&A**
Solution™

Total M&A Solution™

Discover the future of the deal

For clients at key stages of the transaction lifecycle, Total M&A Solution illuminates information related to an M&A deal—and helps map the path ahead. As a result, deal teams can access deeper insights earlier and accelerate along the path to value.

Coupled with Deloitte's already recognized M&A, industry and transformation capabilities, and our deep alliances and partnerships across the M&A ecosystem, Total M&A solution will help you **go faster at key stages in the transaction lifecycle.**

Realize deal value with a high level of quality and insight. Discover **the future of the deal.**

More insights.
Faster execution.
Increased value.

Deloitte's Total M&A Solution leverages advanced digital and analytics capabilities, alliances, and our deep executive advice **to deliver increased value throughout the M&A lifecycle.**

Total M&A
Solution

Total M&A Solution

Powered by digital + analytics + alliances

Strategic insights

- M&A Strategy and Target Screening App
- Doblin by Deloitte
- Heat brand identity and advertising

Total diligence solution

- iDeal
- ValueD Valuation Insights
- Disclosure Analytics Accelerator

Clean room in-a-box

- M&A Growth Accelerator
- D-ICE™ Intelligent Contract/ Document Analyzer
- Fuzzy Match and Predictive Cross-Sell
- Global Sourcing Insights
- Listening Post Social Media Monitoring

Synergy optimization

- Cost and Growth Synergy Center of Excellence
- Global Benchmarking Center
- Synergy Tracking and Reporting (STAR)

Total M&A Solution

Powered by digital + analytics + alliances

NextGen merger integration

- M&A Central™
- Interdependency Accelerator
- Digital Deal Room
- Purchase Accounting and Reporting Services (PARSE)
- Day 1 Readiness Playbook

Divestiture & separation acceleration

- Financial Statement Carve-out Accelerator
- Legal Entity Readiness
- Transition Service Agreements in-a-Box
- Stranded Costs Benchmarking Database

Organizational readiness

- Organization Design Accelerator
- CulturePath™ Employee Diagnostic
- ConnectMe™ HR Portal
- Greenhouse CXO Transition Labs

M&A powered by cloud and alliances

- DigitalMix™
- ClearLight™ Analytics Platform
- Tailored M&A Alliances (NetSuite, Oracle, Salesforce)

Strategic insights

How can you use M&A to execute your strategy and transform the business?

Digital- and analytics-enabled approach		Benefits
M&A Strategy and Target Screening App	Leverages CapIQ and Deloitte proprietary data to support a business' M&A strategy through potential target identification and evaluation.	• Models different scenarios and financial profiles for 100+ acquisition targets • Compares target's performance and positioning against key competitors
Doblin by Deloitte (Innovation)	Combines multiple perspectives, analytical rigor, and deep industry knowledge to help you foster growth, design new businesses, and drive transformation through the M&A process.	• Immerses strategic thinking in the Ten Types of Innovation • Develops avenues for Innovation Strategy (i.e., identification, definition and implementation)
Heat brand identity and advertising	Connects the dots between strategy and marketing by applying data-driven analysis and insights, business and industry knowledge, and creativity.	• Couples transformative technology with groundbreaking creative work • Streamlines execution by reducing the need to work with multiple agencies and consulting firms

Total diligence solution

Business challenge

How can you conduct diligence across financial, operational, and commercial dimensions that lead to more insightful decision making?

Digital- and analytics-enabled approach		Benefits
iDeal (Analytics-driven financial, operational and commercial diligence)	Provides big-picture insights at a granular level using a combination of accelerators, processes, and techniques throughout the M&A lifecycle.	• Allows for the real-time analysis of company value drivers • Enables users to dive deep in the numbers in order to make data-driven decisions • Accelerates the sales and purchase agreement process
ValueD Valuation Insights	Enables professionals across the globe to harness data to develop efficient, analytical insights.	• Facilitates creation of valuation reports in an automated manner • Enables visualization of insights of data (i.e., slicing and dicing of data)
Disclosure Analytics Accelerator	Research company financial disclosures, accounting policies, and other related filings quickly and flexibly.	• Quickly discerns example disclosures • Accesses the same information as EDGAR but in an easier, more focused search engine

Clean room in-a-box

Business challenge

How can you enhance value capture starting on Day 1 while working in a confidential environment?

Digital- and analytics-enabled approach		Benefits
M&A Growth Accelerator	Drives analysis and decisions around key factors that can help you achieve the growth potential in your deal.	• Accelerates growth synergy realization by harmonizing highest growth areas to appropriate sales/channels coverage • Enhances product, marketing and pricing performance through comparative analysis and integration/separation strategies
D-ICE™ Intelligent Contract/Document Analyzer	Speeds M&A contract review to help identify potential contract-related risks, obligations, and opportunities earlier in the transaction lifecycle.	• Saves significant time on contract reviews using machine learning and automated indexing, etc. • Reduces contract-related risk
Fuzzy Match and Predictive Cross-Sell	Illuminates potential synergies and new opportunities by identifying common customers, products, and suppliers across massive company data sets.	• Reduces merge time and improve accuracy of customer lists from weeks to days • Leverages predictive analytics to target potential customer segments, price bundling options
Global Sourcing Insights	Rapidly analyzes, visualizes, and delivers actionable product sourcing synergy opportunities by enabling supply and market insights into the enhancement of the global sourcing footprint during M&A activities.	• Provides deeper insights for better execution with Deloitte's proprietary databases • Accelerates insights to quickly drive enhanced value around sourcing initiatives
Listening Post Social Media Monitoring	Analyzes public mentions from mainstream and social media sources using keywords to provide insights into sources of positive, neutral, or negative sentiment.	• Finds common pain points for customers • Helps identify how to multiply the positive sentiment • Develops suggestions for keeping shareholders engaged

Synergy optimization

Business challenge

How can you identify the largest synergy opportunities, both cost and growth, and develop a plan to capture them?

Digital- and analytics-enabled approach		Benefits
Cost and Growth Synergy Center of Excellence	Provides a proprietary database of real-world deals that can help an organization understand synergy potential and guide initiatives that result from a transaction.	• Leverages data from over 1,000 deals – public and proprietary • Breaks down synergies across categories (revenue, SG&A, and COGS), by deal and across sectors • Enables "apples-to-apples" comparison across deals using a standard taxonomy
Global Benchmarking Center	Utilizes a proprietary database of more than 25,000 metrics from over 4,500 clients to understand key performance metrics that impact the success of your company's M&A strategy.	• Compares target's performance against baselines and key performance indicators • Analyzes historical and projected revenue and growth at the lowest aggregate level
Synergy Tracking and Reporting (STAR)	Provides a customizable and detailed approach to planning, recording, and tracking synergies that can help achieve the anticipated value of your transaction.	• Identifies and visualize synergies across functional areas spanning the entire M&A lifecycle • Allows for real-time modifications to synergy planning assumptions

NextGen merger integration

Business challenge

How can you effectively manage a complex M&A program?

Digital- and analytics-enabled approach		Benefits
M&A Central™	Deloitte's proprietary web-based M&A project management solution, which accelerates planning and realization of project value.	• Produces dynamic real-time executive dashboards • Consolidates top-down and bottom-up synergy plans
Interdependency Accelerator	Extracts relevant interdependency data and helps you visualize and organize key steps in your transaction.	• Leverages graphical dependency builder for management and tracking of workplans • Fosters cross-functional collaboration and comprehensive discussion by allowing the ability to drill-down to the milestone levels
Digital Deal Room	Provides a literal walkthrough of the M&A lifecycle to help you understand the process, accelerators, and other resources that can impact your success.	• Dives deep into case studies and business-specific challenges • Understands gaps in current M&A capabilities • Deploys remotely or from a fixed location
Purchase Accounting and Reporting Services (PARSE)	Automates purchase accounting in a controlled environment that allows for an accelerated audit prior to push-down accounting.	• Produces information that can be streamlined for entry into general ledger • Tracks 'outside the scope' valuation adjustments
Day 1 Readiness Playbook	Provides a web-based readiness "checklist" that can help your company avoid surprises and manage your transaction effectively while maintaining business continuity.	• Provides critical reporting to key stakeholders • Navigates potential risks and challenges • Breaks down siloes between functions

Divestiture & separation acceleration

Business challenge

How can you maximize the value of an asset by being a prepared seller?

Digital- and analytics-enabled approach		Benefits
Financial Statement Carve-out Accelerator	Fast-tracks the carve-out process through automation and structured documentation while reducing potential risk and overall transaction costs.	• Assesses and document the basis of presentation for revenue, expense, assets, and liabilities • Provides financial statements, disclosure packages, and relevant documentation for review and delivery to the auditors
Legal Entity Readiness	Helps you efficiently operationalize new legal entities while ameliorating the complications and pitfalls involved in scoping and establishing legal entities.	• Accelerates lead times for legal entity creation and operationalization impact of Step Plan • Enables leadership alignment on shared IP, and separation and distribution agreement • Allows coordination across interdependent functions (i.e., Legal, Tax, Treasury, and Controllership activities)
Transaction Service Agreement in-a-Box	Identifies required TSAs and stand up activities to help accelerate your separation.	• Creates/confirms listing of shared services and TSAs requirements • Assesses likely stranded costs post-TSA exit and consider options for elimination • Defines TSA post-Day 1 governance model, change request process, and issue escalation approach
Stranded Cost Benchmarking Database	Allows company leadership to evaluate processes by stacking up against competitors to yield valuable insights.	• Refines by process, geography, size, revenue, and other demographics to form relevant comparators • Enables peer and cross-industry "apples to apples" comparisons regardless of a client's organizational structure

Organizational readiness

Business challenge

How can you develop an organizational structure to best achieve the deal's objectives?

Digital- and analytics-enabled approach		Benefits
Organization Design Accelerator	Uses real data to drive decision making and synergy identification that can help you model future organization cost structures.	• Leverages organization data from HRIS to do scenario-planning and synergy/cost analysis • See multiple views of interim structures with spans and layers, total compensation, performance data, etc.
CulturePath™ Employee Diagnostic	Assesses your organization based on eight distinct dimensions of organizational culture that impact business outcomes and provide insights for change management.	• Provides foundations for an impactful change management program aligned to business strategy and deal objectives • Highlights the gaps between the current and desired state and misalignment of culture and strategy
ConnectMe™ HR Portal	Delivers curated, deal-specific messaging via a cloud-based platform to engage employees and creates a personalized experience plan to facilitate a smooth transition.	• Reduces turnaround times with streamlined processes and a centralized repository for communications • Gauges performance of HR services with more effective reporting and analytical enablers
Greenhouse CXO Transition Labs	Prepares executives for the work ahead with engaging modules to analyze critical deal factors and identify and assess key priorities to develop a 180-day action plan.	• Develops priorities for new executive role • Assesses resources and alignment with deal priorities

M&A powered by cloud and alliances

Deloitte has deep-rooted alliances with leading technology firms to help accelerate value to be achieved in M&A. Our deep understanding of M&A strategic business drivers, coupled with our first-hand knowledge of how to utilize capabilities of leading technologies, allows Deloitte to help clients realize more transaction value faster than previously possible. Deloitte leads the market in bringing technological capabilities to help our clients solve their largest challenges.

DigitalMIX™
A one-stop-shop for strategy, digital processes, design, and technology. DigitalMIX pre-configured Cloud Platform is Deloitte Digital's multi-solution portfolio of marketing, sales, service, analytics, CRM, order and billing management, financial management, and enterprise cloud-based services.

ClearLight™
Clearlight Analytics Platform is a pre-integrated set of accelerators designed to simplify the development and delivery of actionable analytics insights.

NetSuite
Deloitte's NetSuite Alliance brings a broad strategic perspective to planning and execution for cloud implementations, offering a range of cloud services that can address both the business implications of cloud adoption and important technical issues.

Oracle
Oracle and Deloitte offer a strong combined value proposition for M&A-related products and services.

Salesforce
The Salesforce-Deloitte Alliance can help deliver the value potential on an acquisition with Cloud solutions that enable revenue and cost synergy, and effective change management.

Let's talk.

Across borders and key phases of the deal, Deloitte delivers; demonstrating the agility and commitment to respond to client challenges. Where flexibility meets focus, highly customized strategies become high-impact solutions.

Total M&A Solution
The future of the deal

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