

M&A Operations service offering

M&A Operations provides a range of services during and after a transaction to support the delivery of operational value

Providing both an external perspective, challenge, experience and knowledge to prepare the business for sale and the essential information for buyers

Value

- M&A structure value and quality identified and explained to buyers
- Clarity for buyers and essential deal terms between competing bidders
- Mutual independent introductions and a defined role of the vendor

Accelerating the delivery of value from the target post acquisition

Value

- Continued execution of initiatives already underway
- Introduction of new initiatives strategic/operational/early stage
- Identification and execution of quick wins
- Optimisation of operations, costs and structure to speed integration/realisation

Developing and executing the plan, focusing on key areas such as financing, cost off costs, planning and pricing

Value

- Immediate realisation of cost savings through to support deal structure
- Identification of future revenue opportunities
- Mutual approach financial support internal stakeholders

Providing year-on-year insight into the target to identify key world capabilities, performance, concerns and potential

Value

- Detailed picture of operations performance
- Deeper understanding of operational risks
- Process control or liabilities, assessment and operational improvement plans
- Management operational, financial and strategic insight

Highlighting the principal risks and opportunities influencing management's plans as well as seeing insights to further operational opportunities

Value

- Clarity on key operational execution planning forecasts
- Potential opportunities across around mission focused early announcements
- High level insights by management plans to address potential risks

Reviewing the target's operations cost base and the complexity of operation

Value

- Documented operation challenges and risks to factor in operations and financial planning
- Quantified breakdown of the operations costs
- Assessment of cost off opportunities risks and financial services from the vendor

