Life Sciences and Health Care M&A Services

A holistic approach to transaction and consulting services
Deloitte’s M&A Services

Whether a transaction includes buying, selling, or partnering, our broad resources and multidisciplinary, integrated approach can support client needs across the entire M&A transaction lifecycle.

**M&A Strategy and Execution**

**Strategy**

Clients need a growth strategy before they can think about acquisitions. That includes identifying business unit and organizational objectives and determining whether those can be achieved through M&A. It means understanding market opportunities, aligning acquisition and corporate strategies, and building cultures and business models that drive them.

As part of a larger M&A strategy, organizations should also develop their divestiture strategies.

**Transaction Readiness**

It is critical that a client know as much as possible about their acquisition target or buyer. Preliminary due diligence occurs in the transaction readiness phase, which involves establishment of key evaluation criteria and facilitation of target or buyer selection.

**Transaction Diligence and Execution**

Performing valuations, conducting due diligence, assessing deal benefits, evaluating efficient tax structures, planning for integration/separation, and streamlining deal closing are all part of the transaction diligence and execution phase. Comprehensive financial accounting, tax, information technology, human resources, strategic, operational, and transactional due diligence processes help identify efficiencies and risks and may strengthen a client’s negotiating position, resulting in more effective letters of intent, sale and purchase agreements and transaction services agreements.

Closing Integration/ Separation

**Buy-Side**

Closing and Integration Strategy—The closing and integration strategy planning phase involves defining success and measurement criteria, building a communication strategy into the integration plan, integrating and retaining key personnel, building tactical plans for the first 100 days, and transitioning into the post-merger environment.

Integration and Separation—Post-Day 1 is the start of the new organization and begins the work of implementing the combined organization structure and work processes.

**Sell-Side**

Closing and Separation—While divestiture activities can create a major strain on an organization’s resources, the organization must maintain operational excellence between the time of the announcement and final execution of the divestiture. This task should not be underestimated. Meeting Day 1 requirements and positioning for Day 2 business processes are difficult while simultaneously operating in an environment of business as usual and separation.

**Post-Close Transition**—In most divestitures, the work does not end on Day 10. Day 1 is followed by a long separation process to fully transition operational and technology assets to the buyer. During this period, sellers provide services under TSAs, meeting agreed upon service levels, and they remove inefficiencies (e.g., stranded costs) from their operations.

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