The future of the deal
Discover the future of the deal

Deloitte's Total M&A Solution helps clients at key stages of the transaction life cycle by giving deal teams access to deeper insights.

Coupled with Deloitte's already recognized M&A, industry, and transformation capabilities—and our deep alliances across the M&A ecosystem—Total M&A Solution will help you go faster at key stages in the transaction life cycle and accelerate along the path to value.
Discover the future of the deal (cont.)

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 life cycle.
Powered by digital + analytics + alliances + cloud

**Total diligence**
- iDeal (Analytics-driven Financial, Operational, and Commercial Diligence)
- ValueD Valuation Insights
- Disclosure Analytics Accelerator

**Strategic insights**
- M&A Strategy and Target Screening App
- Heat, a full-service creative agency

**Clean room in-a-box**
- M&A Growth Accelerator
- D-ICE Intelligent Contract/Document Analyzer
- Global Sourcing Insights

**Synergy optimization**
- Cost and Growth Synergy Center of Excellence
- Synergy Tracking and Reporting (STAR)
Powered by digital + analytics + alliances + cloud

**NextGen merger integration**
- M&A Central™
- Interdependency Accelerator
- Digital Deal Room
- Purchase Accounting and Reporting Services (PARSE)

**Divestiture & separation acceleration**
- Financial Statement Carve-out Accelerator
- Legal Entity Readiness
- Stranded Costs Benchmarking Database

**Organizational readiness**
- OrgAccelerator™
- CulturePath™ Employee Diagnostic
- ConnectMe™ HR Portal

**M&A powered by cloud and alliances**
- Cloud Suitability & Placement Tool
- Cloud Value Calculator
- DigitalMIX™ Pre-configured Cloud Platform
- ClearLight™ Analytics Platform
- Tailored M&A Alliances (NetSuite, Oracle, SAP, Salesforce)
## Strategic insights

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

<table>
<thead>
<tr>
<th>Digital-and analytics-enabled approach</th>
<th>Benefits</th>
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<tbody>
<tr>
<td><strong>M&amp;A Strategy and Target Screening App</strong></td>
<td>Leverages CapIQ and Deloitte proprietary data to support a business’ M&amp;A strategy through potential target identification and evaluation.</td>
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<tr>
<td><strong>Heat brand identity and advertising</strong></td>
<td>Connects the dots between strategy and marketing by applying data-driven analysis and insights, business and industry knowledge, and creativity.</td>
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<td>• Models different scenarios and financial profiles for 100+ acquisition targets&lt;br&gt;• Compares target and competitors and makes real-time adjustments to assumptions to visualize the impact</td>
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<td>• Couples transformative technology with groundbreaking creative work&lt;br&gt;• Streamlines execution by reducing the need to work with multiple agencies and consulting firms</td>
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**Total diligence**

**Business challenge**—How can you conduct diligence across financial, operational, and commercial dimensions that leads to more insightful decision making?

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| **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 life cycle. | • Allows for near 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. | • Provides differentiating analytics and critical insights from data  
• Improves the client experience by leveraging data analytics for enhanced visualization |
## Clean room in-a-box

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

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| **M&A Growth Accelerator** | Harness the power of data to accelerate GTM integration planning and drive business growth as one company. | • Drives predictive cross-sell within overlap and non-overlap customers for combined company  
• Drives retention of critical sales talent through territory, role & compensation alignment |
| **D-ICE Intelligent Contract/Document Analyzer** | Speed M&A contract review with advanced optical recognition, natural language processing, and machine learning technology. M&A contract review with advanced optical recognition, natural language processing and machine learning technology. | • Saves significant time on contract reviews using machine learning and automated indexing, etc.  
• Reduces contract-related risk |
| **Global Sourcing Insights** | Rapidly analyze, visualize, and deliver actionable product sourcing synergy opportunities by enabling supply and market insights in global sourcing footprint enhancements 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 |
Synergy optimization

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

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| **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 |
| **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 visualizes synergies across functional areas spanning the entire M&A life cycle  
• Allows for real-time modifications to synergy planning assumptions |
NextGen merger integration

**Business challenge**—How can you effectively manage a complex M&A program?

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<tr>
<td><strong>M&amp;A Central™</strong> Deloitte’s proprietary web-based M&amp;A project management solution, which accelerates planning and realization of project value.</td>
<td>• Produces dynamic real-time executive dashboards • Consolidates top-down and bottom-up synergy plans</td>
</tr>
<tr>
<td><strong>Interdependency Accelerator</strong> Visualizes transaction project plan milestone data to drive alignment across functional teams to ensure program interdependency alignment.</td>
<td>• Fosters a more comprehensive conversation and serves as guidance for identifying critical integration elements with the ability to quickly drill down to the milestone level • Reduces average setup time, compared to traditional sessions, from days to hours and creation of client deliverables from hours to minutes</td>
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<tr>
<td><strong>Digital Deal Room</strong> Provides a literal walkthrough of the M&amp;A life cycle to help you understand the process, tools, and other resources that can impact your transaction's success.</td>
<td>• Enables dynamic conversations to help address deal challenges and discuss leading practices • Adapts so it can be deployed in a variety of formats and for different audiences</td>
</tr>
<tr>
<td><strong>Purchase Accounting and Reporting Services (PARSE)</strong> Automates purchase accounting in a controlled environment that allows for tax alignment and retroactive analysis prior to push-down</td>
<td>• Produces information that can be streamlined for entry into general ledger • Tracks changes in valuation in an auditable fashion and performs retrospective catch-up analysis</td>
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**Divestiture & separation acceleration**

**Business challenge**—How can you significantly enhance the value of an asset by being a prepared seller?

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<td><strong>Financial Statement Carve-out Accelerator</strong></td>
<td>Fast-tracks the carve-out process through automation and structured documentation while reducing potential risk and overall transaction costs. • Assesses and documents 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</td>
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<tr>
<td><strong>Legal Entity Readiness</strong></td>
<td>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)</td>
</tr>
<tr>
<td><strong>Stranded Cost Benchmarking Database</strong></td>
<td>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</td>
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## Business challenge

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

### Digital-and analytics-enabled approach

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<th>Tool</th>
<th>Approach</th>
<th>Benefits</th>
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<tbody>
<tr>
<td>OrgAccelerator™</td>
<td>Uses real data to drive decision making and synergy identification that can help you model future organization cost structures.</td>
<td>• Leverages organization data from HR Information Systems to do scenario-planning and synergy/cost analysis</td>
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<td>• See multiple views of interim structures with spans and layers, total compensation, performance data, etc.</td>
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<tr>
<td>CulturePath™ Employee Diagnostic</td>
<td>Assesses your organization based on eight distinct dimensions of organizational culture that impact business outcomes and provide insights for change management.</td>
<td>• Provides foundations for an impactful change management program aligned to business strategy and deal objectives</td>
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<td>• Highlights the gaps between the current and desired state and misalignment of culture and strategy</td>
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<tr>
<td>ConnectMe™ HR Portal</td>
<td>Delivers curated, deal-specific messaging via a cloud-based platform to engage employees and creates a personalized experience plan to facilitate a smooth transition.</td>
<td>• Reduces turnaround times with streamlined processes and a centralized repository for communications</td>
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<td>• Gauges performance of HR services with more effective reporting and analytical enablers</td>
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M&A powered by cloud and alliances

Deloitte has deep-rooted alliances with leading technology companies to help accelerate M&A value. Our deep understanding of M&A strategic business drivers, coupled with our first-hand knowledge of how to utilize leading technologies capabilities, allows Deloitte to help clients realize greater transaction value faster than previously possible.

**Deloitte leads the market in bringing technological capabilities to help our clients solve their largest challenges.**

- **Cloud Suitability & Placement Diagnostic**
  Assesses and guides strategic decisions on the suitability of application portfolios for the cloud.

- **Cloud Value Calculator**
  The Cloud Value Calculator helps IT executives develop a shared understanding of the benefits that a cloud-based transformation can bring to their enterprise.

- **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 is an on-demand, end-to-end platform for advanced analytics projects and solutions. The platform is composed of a suite of pre-integrated third-party and Deloitte-proprietary technologies. ClearLight can be deployed rapidly, is compliant with all Deloitte security standards, and significantly accelerates a team’s time-to-value.

- **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.

- **SAP**
  SAP’s Cloud offerings include SAP S/4HANA, SuccessFactors, Central Finance, Analytics, and various other suites of applications and cloud platforms. You can leverage process improvement, technology innovation, and people programs to prepare for what’s next and to reach new levels of organizational efficiency, effectiveness, and innovation while supporting M&A transactions.

- **Oracle**
  Deloitte’s Oracle Digital M&A Alliance offers Oracle Cloud as a foundation coupled with digital enablers (i.e., Automation, Cognitive, IoT, Blockchain) that allow clients to accelerate their M&A life cycle with the realization of greater value and velocity. Additionally, these solutions support clients’ lower TCO; shift from CAPEX to OPEX; and drive standardization across the M&A life cycle.

- **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.
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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