A pilot gains confidence at the controls through experience. The same is true of companies that engage in mergers, acquisitions, and divestitures. Serial, and even less frequent, deal-makers are eager to sustain momentum and growth by applying the leading practices and knowledge they’ve gained from previous transactions.

But not all deals are the same. They vary in size, complexity, and the organizational commitment required. From deal to deal, it’s important to understand what processes, tools, and skillsets are required, especially when transacting simultaneous deals. Companies with extensive M&A experience know firsthand the criticality of having a sound team structure and approach from the outset of a transaction, in addition to leveraging the right tools and resources.

**The importance of preparation**
Knowing and leveraging leading M&A practices even before a deal’s inception is a wise investment. Effective deal planning can help retain talent and customers, achieve revenue synergies, remove costs from a combined organization, create a high-performance culture, and strengthen deal value proposition in the marketplace.
Deals can vary in size, complexity, and the organizational commitment required. From deal to deal, it’s important to understand what processes, tools, and personnel are required, especially when simultaneous deals are under way.

How we can help
Deloitte can help companies develop and strengthen their M&A capabilities by guiding them in the organizational processes, roles, and skills required for transaction results. Leveraging experience gained from thousands of transactions, we offer insights into important deal considerations and effective practices for different corporate cultures and decision-making frameworks, tailored to your specific requirements. Our M&A Capability Development services include:

Resource organization and standardization. We codify transactions and establish standardized integration and divestiture strategies and processes, supporting tools, and end-to-end methodologies for deal execution.

Functional engagement models. We advise when different organizational functions should be engaged in the integration or divestiture process, their specific roles, the deliverables they can contribute, and the skills and resources they bring to the table.

Synergies and benefits identification and tracking mechanisms. The tools we provide for setting and monitoring deal expectations include standardized processes to identify revenue and cost benefits, methodologies to quantify and assign accountability, and go-forward tracking mechanisms and reporting on synergy progress and attainment.

Potential bottom-line benefits
- Greater organizational value derived from acquisition and integration activities by being a prepared buyer
- Maximized transaction value by being a prepared party to the sale
- Increased internal awareness and capabilities to support subsequent transaction execution, either in parallel, tandem, or one-off
- Expedited time frames for conducting due diligence due to pre-defined processes, tools, and resources

Learn more
Building M&A capabilities is one of many strategic issues businesses face today. To learn more about how Deloitte can help, visit www.deloitte.com/us/MACapability, or follow us on Twitter at @DeloitteStratOp.

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