DD Consulting

M&A Integration and Separation Training

Successful M&A Integration Programmes

Learn how to plan, mobilise, track and deliver integrations.

London - February 24th 2012

London - May 19th 2012

London - September 7th 2012

London - November 23rd 2012



www.integrationandseparation.com

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M&A Integration and Separation Training

Course Presenters



Danny A Davis
Partner
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danny.davis@ddavisconsulting.com

Danny Davis is a guest speaker at a number of the **worlds top business schools** on strategy and M&A and is a **Programme Director at Henley for M&A**. He brings a unique background that combines experience as an international sportsman, sales and marketing in large corporate, a strategy consultant and a decade of deal making. This background means he understands the theory but combines this with a proven ability to deliver M&A integration and large transformations in highly complex organisations.

Danny has worked on deals from small to large. His work includes 1-2 day with a client to set up the integration through to the actual planning and running of a $6bn deal across 30 countries. He speaks on numerous conferences and recently chaired the M&A integration conference in Europe. He writes articles for functional magazines, targeted at CEO's, CFO's, HR directors, and IT directors across Europe and recently had a 3 page profile written on him by CIMA magazine for leaders.



Andrew Scola
Partner
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andrew.scola@ddavisconsulting.com

Andrew is an experienced programme manager in M&A programmes, having worked for a decade within PwC and Deloitte before joining DD Consulting. Andrew has supported his clients through some of their most iconic deals - recent programmes have included managing the global separation of Skype from eBay to a Private Equity led consortium and subsequent integrations into Skype.

As Head of Post-Acquisition Integration for a global healthcare company, Andrew was responsible for designing the methodology and owning the planning and integration activities across the organisation.

Andrew works with Cass Business School's MBA programme. He has developed and run several training courses on mergers and acquisitions.

Who Should Attend?

This course will be of great benefit to those who might be involved with mergers, acquisitions or any sort of internal mergers in the future.

- Potential Steering Committee members
- Integration directors
- **CEO, CFO, COO,** Corporate Finance Director
- Potential Functional Leads: **IT, HR, Finance, Sales and Marketing, Procurement, supply chain**
- Those who might run or be a part of the programme office, tracking or delivery of M&A
- Country leads, business area leads and product leads

Key Benefits

How can you get the most value out of your deal? What are the stages of a successful integration? **How do you achieve the announced synergies?** How do you estimate the costs? When do you start planning the programme? **Who needs to be involved in the integration, and when?** Which business areas are impacted? What tools and techniques do we use for structuring integration planning, delivery and tracking? **How should you balance the programme against business as usual?** What lessons have we learnt about avoiding the pitfalls? Come on our one day M&A Integration course and find out.

Course Location

Central London venue

Course Dates

- February 24th 2012
- May 19th 2012
- September 7th 2012
- November 23rd 2012

Often clients have a deal coming up and cannot wait until the next date - we will be happy to create an in-house course specifically for you.

To book email andrew.scola@ddavisconsulting.com or call Andrew Scola on + 44 (0) 7764 235220

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COURSE OVERVIEW

The course covers the broad theory and practical experience behind M&A deals, and then specifically focuses on integration programmes.

1. M&A Overview

The M&A process, deal objectives, pricing success criteria, deal types and variables, transaction timeline and phases

2. Integration Strategy & Process

Levels of integration, deciding on integration strategy, best-of-both, trade-offs in integration programmes, guiding principles, roadmaps, Day 1, 100 day planning, key challenges, readiness to integrate, 2nd wave integration ?

3. Integration Management

Governance and control, programme management organisation, appropriate resourcing, PMO / IMO, project levels, plans, reporting, risks and issues,

4. Synergies

Achieving synergies, revenue growth, cost synergies, top-down vs bottom-up, how to find your synergies, tracking synergies, reasons for failure

5. Integration Capability

Our lessons learnt (and yours), knowledge transfer, in-house acquisition integration capability

The course then deep-dives into specific people, process and tooling aspects relevant to specific areas of the business:

6. Finance, Tax & Treasury

7. HR & Benefits

8. Culture & Comms

9. IT

10. Sales, Marketing & Brand

11. Facilities, Health & Safety

12. Procurement

In-house Learning and development

Tailor-made training for your company is available from DD Consulting if you have a group of delegates who will benefit from a course designed to fit your company, your strategy and your potential deal/s. This is often used as part of a leadership development programme. Please talk to us about this, or our other services.



Why should you attend this seminar?

- Identify and focus on the practical integration planning and processes
- Capture value by looking for the best systems and capabilities both parties together
- Identify, early on, the risks and areas for improvement to capture greater value
- Agreeing plans and delivery
- Ensure that once purchased, control is taken, from financial through to the people
- The “dos” and “don’ts” of post-merger integration, how this knowledge influences the pre-acquisition process

Training sessions are as informal as possible, allowing attendees to learn from our experiences as well as our methodology. Our style also focuses on building on the **real-life experience** of the attendees to make the theory comes to life so the take-aways for delegates are relevant.

To book email andrew.scola@ddavisconsulting.com or call Andrew Scola on + 44 (0) 7764 235220

HOW TO BOOK

By Phone on + 44 (0)7764 235220

Email: andrew.scola@ddavisconsulting.com

Post: complete this booking form and post it to:

Training Course Bookings
DD Consulting
Allan House
2 Bembridge Close
Brondesbury
London
NW6 7YF

Booking Terms & Conditions

Cancellation fees:

- Up to 28 days before the course – 10% of course fee plus VAT
- 14 to 28 days before the course – 25% of course fee plus VAT
- Less than 14 days before the course – 100% of course fee plus VAT

Transfers:

- Up to 28 days before the course – free
- 14 to 28 days before the course – 10% of course fee plus VAT
- Less than 14 days before the event – 25% of course fee plus VAT

Please Note:

A confirmed booking constitutes a legally binding contract. It may be necessary on occasion to change the course structure, timing, speaker, date or venue. In the unlikely event that the programme is cancelled, DD Consulting will provide a full refund but disclaim any further liability.

Course Pricing

- **Standard price:** **£800**
- **Early booking (60+ days early):** **£650**
- **Group booking (4+ delegates):** **£650**

For further information on pricing, other courses and tailored courses, please contact us.

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Booking Form

Delegate 1

Mr/Mrs/Ms/Dr Surname ……..

First Name ……..

Job Title ……..

Email ……..

Phone ……..

Mobile ……..

Delegate 2

Mr/Mrs/Ms/Dr Surname ……..

First Name ……..

Job Title ……..

Email ……..

Phone ……..

Mobile ……..

Please provide details for other delegates on another sheet if required.

Contact name/email address for invoicing if different to above.

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Total delegates ……..

Total payment ……..

☐ Please invoice my organisation

☐ Cheque from UK bank enclosed (payable to DD Consulting)

Payment must be made in GBP in advance of the event. DD Consulting reserves the right to exclude delegates if payment in full has not received.