



RESOLUTE ADVISORY SERVICES

M&A PLANNING SERVICES

Resolute Advisory Services M&A Planning projects help you plan and execute the right acquisition that will transform your company by growing revenue or reducing costs. Planning, identifying and executing an acquisition requires a significant effort outside the scope of day-to-day operations. Most lower middle market companies can't dedicate the right resources, and it's too important and too risky to be left to nights and weekend work. My M&A Services project fill that gap on your team with expertise based on my experience in numerous transactions, integrations and restructurings as an operating executive, investor and consultant.

I work with clients to develop and execute critical business elements of a successful M&A program.

1. Acquisition plans based on an understanding of customer needs and the market landscape that identifies specific strategic and operational goals – revenue increases, cost reductions - for acquisitions, as well as a list of potential targets.
2. Critical assessment in due diligence of each acquisition target that tests its fit with the strategy, quantifies the potential benefits to revenue and costs, and identifies potential risks that will delay or reduce the impact.
3. Post-acquisition game plan that lays-out the approach, resources and timetable required to quickly capture the benefits targeted benefits and avoid potential risks after the deal is completed.

Typical deliverables include:

- Strategy
 - Strategic background: Customer needs assessment, market & competitive landscape
 - Benefits that acquisitions can deliver to better meet customer needs, improve market/competitive position or accelerate growth.
 - Target list, including specific examples of strategic benefits that could be realized.
- Diligence support. Beyond the typical legal and accounting diligence
 - Assessment of the target's fit with the M&A strategy
 - Estimate of expected revenue improvements and cost reductions, the costs and timing to deliver, and identify potential risks
- Post-acquisition game plan
 - What are the specific process, organization and cultural changes that will be necessary to deliver the benefits?
 - Who should be involved in the integration effort? In what roles and responsibilities? How are the activities coordinated?
 - What are the specific integration tasks, tools and resource required to complete the work quickly and realize the intended benefits?