

 **MERGER EXECUTION****Leverage proven methodologies to minimize risks and rapidly realize the full value of your transaction.**

We've all heard the stats – as many as 3 out of 4 transactions fail. But what is behind those numbers? What makes one deal successful, while most mergers or acquisitions fall well short of recovering even the cost of capital in the deal? After working with hundreds of executives, we have recognized that sometimes the issue begins with faulty deal rationale. But even with a sound deal thesis, integration can be a daunting task that overwhelms companies and leads to sub-optimal results. Some argue that slow integration is the leading cause. Others point to people and cultural issues. But with experience in more than 75 integrations ranging in size from \$10 million to \$10 billion, we view the problem a bit differently. Integrations will fail when there is no context or method for quickly making the thousands of decisions that must be made for an integration to proceed.

After working with CEOs and executives through numerous transactions, PLA has developed an approach to managing mergers that significantly mitigates the risk associated with combinations. And, we can help you get the integration done faster while avoiding mistakes that can slow progress and kill leaders' credibility during a deal. Through our Merger Execution Solutions, PLA can guide your organization through every phase of integration to unlock the full value and potential of any deal.

Services

- Strategy Firstsm Integration Planning
- Post Deal Assessments
- 3rd Party Clean Room Data Analysis

Benefits

- Drive progress and decision making, even before the organization structure has been defined.
- Remove barriers to integration that allow results to be realized more quickly.
- Focus the energy within firms on customers and competitors – not the internal distractions that accompany any deal.
- Retain key talent, even in the face of uncertainty and turmoil.
- Turn the theoretical benefits of the deal into hard dollars – more reliably and faster.

If you are interested in learning more about PLA's Merger Execution Solutions, please contact Don Robinson at 312-441-0077.

Discover the wealth of business, IT insight and expertise Project Leadership Associates (PLA) can offer your company.

Also Consider

- Strategy Execution
- Business Performance Management

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Please visit our Web site to learn more about *Merger Execution*.

MERGER EXECUTION



STRATEGY & EXECUTION

To help fill the gap that often exists between a company's strategy and what actually happens day-to-day, you need a comprehensive plan that allows for seamless execution to turn a company's vision into reality.



BUSINESS OPERATIONS

The better your organization is able to combine best-in-class and enterprise wide strategies, processes and technologies with highly qualified and trained people; the more effective you will be able to operate.



APPLICATIONS

Making the right application choice is just the beginning because the full value of any software tool can only be derived through effective implementation, management and customization to meet your specific business needs.



INFRASTRUCTURE

Maintaining a robust and unshakeable technology infrastructure is an important backbone of every business organization. Equally as important is making sure that this infrastructure is effectively optimized for peak performance, management and security.

Project Leadership Associates

PLA is a business and technology consulting firm that empowers small, middle-market and enterprise organizations with services across four core solution groups: 1.) Strategy & Execution; 2.) Business Operations; 3.) Applications and 4.) Infrastructure. We focus on delivering all of our services with industry leading thought-leadership, seasoned senior consultants and strong business understanding. We are proud of our organizations accomplishments, but even more proud of our clients success.

Our people are passionate about the strategy and technology solutions they develop, the success of the projects on which they work, and the clients with whom they work. We work hard to develop customer relationships built upon mutual respect and innovation, while emphasizing businesses and technical excellence in everything we do, so each project delivers maximized value and return to the client.

PLA has been consistently ranked among *Crain's Chicago Businesses'* Fast 50 and Everything Channel's CRN Fast Growth 100 List as an annual recognition of our growth, performance and for maintaining profitability since its founding in 1998. PLA was also recently honored with the *Microsoft Central Region FY08 Partner Award for Marketing Excellence* due to our success in driving Microsoft Unified Communications solutions in the marketplace.

With headquarters in Chicago and branch offices in Houston, PLA is uniquely poised to offer a broad array of solutions that work collaboratively with clients to help them realize substantial results. If you are interested in learning more about how we can help you with your business and technology needs, please explore our Web site at www.projectleadership.net or contact Douglas Klatt at 312-441-0077.

For More Information on:

STRATEGY & EXECUTION
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APPLICATIONS
INFRASTRUCTURE

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