



acquired experience

POST-MERGER INTEGRATION SPRINT



The Importance of PMI

A vast majority of M&A losses I have seen came from failed Post-Merger Integration strategies. Good people leave. Those that stay are frustrated by ambiguity. They have questions about their future. If you don't have answers, they will invent their own.

Why Hire a Coach?

Organizations don't integrate, people do! The success of your M&A requires an intentional focus on empowering leaders to create a new blended culture. Elite teams need a coach with the acquired experience to guide them through it.



Culture

We will evaluate the legacy company cultures in comparison to the vision for the newly merged entity and jointly create your organizational change roadmap.



Strategy

We will jointly develop an OCM, coaching, and leadership development strategy for the transformational changes needed to achieve your business goals.

Dan McClintock

President, Executive Coach

Schedule a free strategy session today!



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AE Post Merger Integration Sprint

The Post Merger Integration Support Agreement is designed as a 90-day series of project sprints focused on Culture Assessment, Strategy Alignment, and Organizational Change Management. Working together with your HR and leadership team, we will evaluate the company culture for both legacy organizations against the vision for the newly merged entity, and create an alignment and conflict map to identify risks and opportunities. We will also jointly develop an Organizational Change Management (OCM), coaching, and leadership development strategy to achieve expected synergies and performance goals more quickly.

Since M&A transactions vary in scope and size, a tailored Statement of Work (SOW) is optional based on your specific needs. All services are provided by an executive coach with more than 30 years of operations, technology, and c-suite experience, supporting SMB, PE companies, and large corporate enterprises through buy-side, sell-side, and JV transactions. Recommendations and guidance provided are advisory in nature based on experience and research and do not constitute legal or financial advice.

Pricing: Cost for the standard Post-Merger Integration Sprint Agreement is \$40,000, and may vary based on Services defined in any related signed SOW, and any related incidental or travel expenses for the coach.

Payment: An initial down payment of 25% (\$10,000 for the standard Agreement) of the cost is due up front with monthly invoices of \$10,000 each, and final balance in full due upon completion of deliverables and final review. Additional pricing and payment terms will be defined within each related SOW. All invoices have Net 15 payment terms.

Invoices will include links to various payment options, which include pay by credit card, electronic check, bank account (wire) transfer, and Zelle®. Additional transaction fees may apply, depending on the payment type selected.

Contact info@acqexp.com for pricing questions, services details, and customization requests.