AMALIE
TRADE COMPLIANCE CONSULTING

AMALIE'S MERGERS AND AQUISITIONS ROADMAP

RECOMMENDED STEPS TO TAKE

PRE-DEAL PHASE

Implement a well-documented trade compliance program, complete with a Trade Compliance M&A Playbook.

DUE DILIGENCE

Conduct a risk assessment of the organization being acquired that includes a deep dive into their policies and procedures, activity in high-risk jurisdictions or business areas, historical violations, ECCN/HTS classifications, processes around sanctions and restricted party screening, and recordkeeping practices. Follow your Due Diligence Checklist.

DAY 1 PLANNING

Execute the steps within the Trade Compliance M&A Playbook, prepare the communication plan, and identify compliance champions to help with change management.

CLOSE (DAY 1)

Launch of welcome communication / training modules, implement the necessary system access controls, and start the 100-day plan, including policy and procedure harmonization.

FIRST 100 DAYS

Execute risk-based training, launch screening and export license management systems, begin post-close audit / review.

POST-INTEGRATION

Fully harmonize policies and procedures, review metrics and KPIs, and identify lessons learned.