



- ▶ ARE YOU FOLLOWING YOUR INTEGRATION STRATEGY EFFECTIVELY TO DRIVE SCALE?
- ▶ HOW DO YOU QUANTITATIVELY ELIMINATE WASTE AND DRIVE INNOVATION OF THE COMBINED ENTITY?
- ▶ HOW DO YOU IDENTIFY THE RIGHT INITIATIVES TO FOCUS ON AND STOP DOING THE INITIATIVES THAT BRING NO COST EFFICIENCIES?

**Getting the Right people, focused on the Right decisions, at the Right time!**

## Merger & Acquisitions

Mergers or Acquisitions can be a significant route to **increase profitability, competitive positioning, and globalization**. The migration and integration of two very distinct organizations is a difficult task. Managing “business-as-usual” while integrating the **four puzzle pieces (systems, people, process and technology)** often fail to live up to expectations. Organization must in concert lead and manage each of these 4 puzzle pieces while managing **both sides of the balance sheet**. This can only be accomplished by speeding up the **analysis of business processes, eliminating waste** (Human Capital, Supply Chain, etc.), **and improving quality** on every level and interaction throughout the **integration, pre-close, post-close, migration, conversions, carve-outs, and roll-ups**.



### Why We Do IT

#### StrategyMD™

leverages a unique quantitative approach and an obsessive group of 20+ year seasoned consultants and C-Level executives to lead quality transformations using our Wheel below with our 4 building blocks.

We do not try to be all things to all clients, we pride ourselves on listening to your needs and providing outcomes that grow your business, and if we can't do the work we will find someone who can. The people you meet are the people that do the work. We are refreshingly priced because, we do things in real-time (5-10 days) vs. consulting time (4-6 weeks) leveraging our proprietary software resulting in an **average of 30% bottom line impact**.

**CapabilityAnalytics™ (CA)** provides a distinct view of the current state of your (both) organization(s) by what it does — through capability models. Organizations use this perspective to develop a **common understanding** of new company priorities, **operational synergies and improvement opportunities**, and actionable change mandates that can drive both sides of your balance sheet - either by **reducing and/or containing operational costs** and/or improving the quality of your supply chain and shared services to **lead operational synergy, business systems integration, facility rationalization and customer & supplier integration**.

**DetectabilityAnalytics™ (DA)** Leverages Failure Mode and Effects Analysis (FMEA) as a platform for intensive process review resulting in identification and prioritization of failure modes across the value stream. DA provides a distinct view by detecting the **severity and probability of operational, technical and process defects, gaps and errors**. Understanding causation provides the enterprise with a roadmap to **optimize and increase operational diligence, profitability, and cash flow**.

