

merger and acquisition integration services



Research suggests that between 45% and 70% of mergers and acquisitions ultimately fail to realize their expected value – because at the core of the process are the people, who are often overlooked.

A profitable outcome depends on a foundation that starts before the deal is done, and an approach that separates fact from fiction while considering more than just market forces. The first 18 months after a merger, and especially the first 100 days, are when the fate of many companies is sealed – and having a proper plan is essential to lasting success.

OUR SERVICES

OTB Advisory possesses the necessary knowledge and experience for post-merger integration, and uses a proven approach to develop a strong base on which to build your future.

Pre-Closing/Pre-Announcement Services

Create confidence in the future and ensure best practices as you move forward – all before the merger happens.

- Development of strategies for post-merger communication, risk assessments, plans, charters, playbooks, and mission
- Assistance with due diligence & analysis, negotiations, and market evaluations
- Pro forma deal modelling

Post-Closing Services

The first 100 days post-close will largely determine your future as a new organization. Quickly executing a concrete integration plan is the most important factor to success.

FIRST 100 DAYS: In the first few months after a merger, internal foundations are built and perception is easily swayed. OTB Advisory will keep you focused on the most important aspects of the new organization.

- Full-scope integration project leadership across major functions
- Current state validation (e.g., day 1 audits and cultural gap assessments) and “end state” development
- Cultural integration plans and execution
- Regulatory compliance (business acquisition reports and equivalent filings)
- Reassessment of due diligence results and synergies
- Metrics, budgets, and forecasts
- Communications management

FIRST 12-18 MONTHS: As new systems, culture, and synergies emerge, OTB Advisory will guide you to long-term sustainability by offering ongoing consulting services.

- Assistance in monitoring outcomes & change implementation
- Internal communications
- External key messages

ABOUT OTB ADVISORY

Elena Bowes founded OTB after more than 20 years of working for several multinational accounting organizations. Using all of her knowledge and developing her own unique methodologies, she created OTB to realize positive change and out-of-the-box thinking for each client, helping them to reach their potential, strategically adapt to changing markets, and achieve sustainable growth.

CONTACT US

403-808-6485 |
info@OTBAdvisory.com
OTBAdvisory.com |