

PRITCHETT

EXECUTIVE BRIEFING

On Merger Integration Management

This intensive 2-hour session provides a crash course on the ground rules for successful integration.



The *Executive Briefing* is one of our most highly rated programs. Clients use it to set the stage for designing and executing their merger integration process.

We distill PRITCHETT's 40+ years of M&A experience into a data-rich, actionable orientation that prepares senior management for the unique challenges and opportunities that lie ahead.

We've conducted briefings for major organizations including General Electric, Heinz, Honeywell, Ernst & Young, Duracell, Novartis, John Deere, 3M, Lehigh Valley Health, Weyerhaeuser, Chicago Mercantile Exchange, ABC Radio, Burlington Resources, Mercer, CooperVision, Presence Healthcare, plus many other firms.

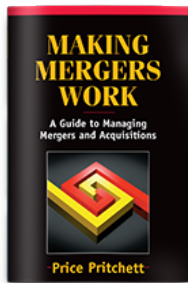
Lay the Foundation for Merger Success

Make sure your top decision makers have a shared understanding of the basic principles and best practices for successful integration.

- Merging organizations face an array of new challenges, and status quo management won't work. Our briefing provides critical insights, creates executive alignment on new priorities, and positions your key players to operate by the same integration playbook.
- We give participants a panoramic view of the integration landscape, explaining how merger dynamics create new stresses, change people's behavior, and cause a highly predictable set of problems. The situation calls for numerous counter-intuitive moves. Our briefing focuses on what works, what doesn't, and why.
- The session explains the two sides of merger integration: *project management* and *people management*. Both are critical. We highlight key aspects of *project management* such as the appropriate governance structure and integration methodology. *People management* topics include merger-specific communications, how to protect productivity, managing resistance to change, reconciling cultural issues, talent retention, etc.
- Ordinarily, it's best to have separate briefings for the two firms that are merging. We tailor our message to fit the situation, and our advice/coaching for the acquirer's executives is necessarily different in some respects from what we provide for the acquiree. Also, our give-and-take with participants is richer and more serviceable when the two parties have separate briefings.

PRITCHETT has specialized in merger integration strategy longer than any other firm, and our reputation has been built on working with the best. We have:

- Consulted on more than \$350 billion worth of deals globally
- Trained more than 30,000 managers worldwide on merger integration
- Developed the #1 website for M&A integration best practices
- Sold more books on integration strategy than all other firms combined



For more information or to schedule an *Executive Briefing* for your organization, contact us at 214-239-9603 or email info@pritchettnet.com.



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