

Making  
strategy  
happen.

# MERGERS, ACQUISITIONS & DIVESTITURES

Creating Value & Capturing Synergies

## INDUSTRY TRENDS AND IMPLICATIONS

Due to increased pressure to sustain growth for shareholders and investors while remaining competitive, Merger and Acquisition activity is at an all-time high. With important factors persisting for the foreseeable future, M&A activity will only increase, both domestically and globally.

One of the most active sectors of the M&A market is the life science industry. With new therapies emerging and reduced reimbursements for hospitals as a result of the Affordable Care Act, some healthcare companies are using M&A as a strategy to maintain or accelerate growth. With flagship medications becoming generics, pharmaceutical companies are acquiring to maintain a competitive advantage in the marketplace. This furious M&A activity is contagious, forcing competitors in all markets to either merge or acquire to remain relevant, or be acquired themselves.

## TAYGANPOINT'S INTEGRATED APPROACH

With the complex nature and ferocious pace of current M&A deals, how should companies manage the transaction and best prepare for a smooth transition? Shifting away from the traditional approach, and implementing a more integrated approach is key. People make the difference, and experienced, cross-functional leadership & project teams are vital drivers for success. Teams should be dedicated and nimble, able to execute across multiple projects and encouraged to make prudent decisions. Integration should be accelerated along the way to better capture value and manage risk. Customer impact, particularly with high frequency or highly visible products and services, should be given extra consideration throughout the process.



## PARTNERING FOR SUCCESS

TayganPoint helps Clients to develop a customized M&A strategy, tapping into our consultants' decades of experience and record of success.

We partner with Clients to:

### **Develop Client Acquisition Plan & Transition Readiness:**

TayganPoint helps create a detailed acquisition charter, ensuring alignment with the intended business objectives. We develop methods for identifying and tracking contractual requisites, transferring capabilities and competencies between the Client and its new entity, transplanting the Client's cultural norms and operating models, and maximizing finance performance, and combine them into a comprehensive acquisition plan. This can lead to quickly achieved synergies, optimized back office processes and technology, and fixed cost reduction.



**Establish & Manage the Integration Management Office (IMO):** We help establish the role of the Client's IMO, aligning it with the intended business objectives to ensure integration success. This includes developing a strong governance to drive the pace of integration, managing the acquisition budget & stakeholder communications, defining and managing integration processes, and monitoring performance metrics and continuous improvement efforts.

**Execute & Oversee Post-Merger Integration:** Integrating quickly while minimizing risk, TayganPoint performs Day 1 operations, transitioning residual issues to business entities, and demonstrating complete implementation of the Client's non-negotiables. We develop and execute a communications plan and provide detailed analysis of post-integration costs and benefits. The organization and its processes are optimized, KPI's monitored regularly, risks reviewed, to ensure customer and employee retention.

## BENEFITS OF THE TAYGANPOINT SUCCESS

- Clear charter ensures clarity of purpose
- Cross-functional teams led by senior leaders
- Milestones established early to measure progress
- Transparent reporting through established dashboard metrics
- Human Resources engaged early in talent assessment
- Strong focus on cultural integration
- IMO focused on faster realization of deal targets and merger goals
- Transformational synergy
- Data driven decision making across functions and business units
- Clear communication throughout engagement

