

Future Payment Assurance Package

Over 70% of M&A deals fail, with inadequate merger integration being a primary culprit. To increase the probability of successful transactions with Strategic Buyers, well-organized M&A integration plans help assure success, along with the associated future payments to Sellers and Lenders. Consider including our Project:100 Days™ Consulting Methodology fee, on the transaction closing statements as a form of “deal insurance”, to ensure structured M&A integration launches and more successful deals.

Sellers

Depending on the M&A deal terms, contingent payments, such as Earn-Outs, Seller Notes, Claw-Backs, Escrows, Buyer Stock, etc., may be part of Sellers' proceeds. If Sellers are actively involved in the merger integration process during the critical first 100 days, they will be able to better ensure the likelihood of their receiving future payments.

Lenders

Lenders and bankers have vested interests in the success of their clients' M&A transactions. Lenders provide a variety of debt structures including senior loans, subordinated debt, mezzanine debt, lines of credit, or a variety of alternative lending options. Payment for these types of debt are heavily dependent upon the Buyers' projections, smooth merger integration and the resulting ability to perform in the future.

PMIA's Future Payment Assurance Package Services – Fixed Fee of \$25,000

As with any project, similar to other projects that have been completed, one should not start with a blank piece of paper. Instead, the knowledge gained from previous projects should be applied to the current situation. Our approach provides the structure for clear and effective communications with all integration stakeholders to ensure that appropriate actions are taken including:

- Review of documents/files relative to proposed transaction.
- Coordination with executives – HR, IT, Legal, Financial, Marketing/Sales, Operations, etc.
- Define anticipated planned synergies.
- Coordinate PMIA's Integration Checklist 500™ task assignments.
- Identify and assign essential Day 1 activities.
- Determine the level of integration by each functional area.
- Outline 100-Day integration milestones.
- Outline intracompany communications plans.
- Identify risk factors/mitigation by functional area.
- Identify company cultural differences.
- Review the impact of IT Integration across functional areas.
- Identify Integration Team Members with roles and responsibilities.
- Review the Integration Project Budget.
- Establish procedure for weekly integration coordination meetings.
- Train Integration Team Members on project management tools for progress reporting.



We will facilitate the above actions within the first 30 days of the integration project and transfer our knowledge to improve the Integration Team Members' capabilities for a fixed fee of \$25,000. However, if more support from us is needed, then we are here to help.