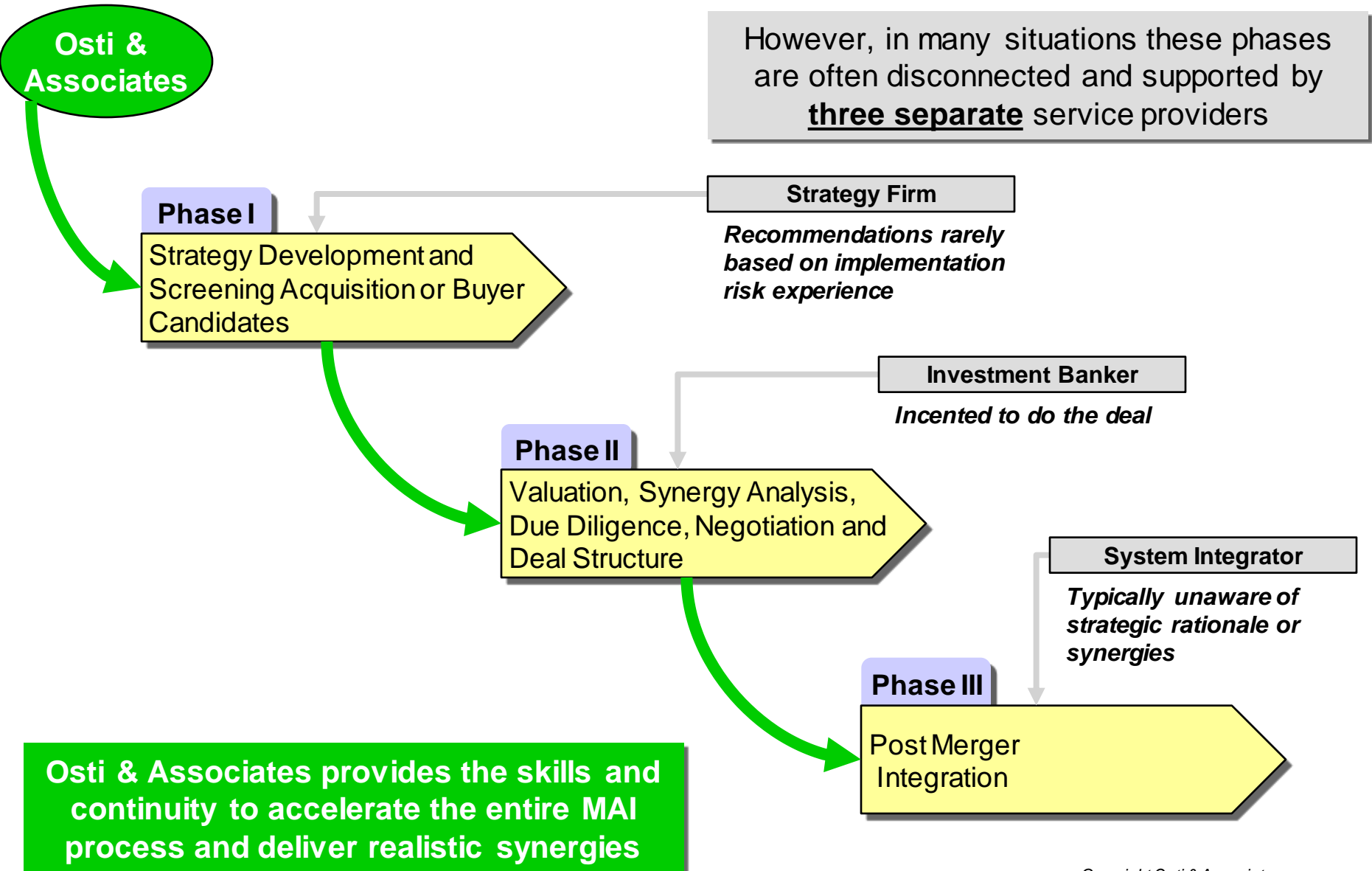


# Unleashing Value in Mergers, Acquisitions and Integration

O s t i & A s s o c i a t e s  
Building Better Businesses™

# Mergers, Acquisitions and Integration (MAI) Is Comprised of Three Phases Which Are Integrally Linked



# The Key to Unleashing M&A Value Is the Ability to Answer Key Questions in Each Phase of the Process

## Phase I

Strategy Development and Screening Acquisition or Buyer Candidates

Key Question	O&A Service Solution
Is your business strategy clearly articulated and fact based?	Strategy Development
Is your business portfolio risk/return balanced?	Portfolio Assessment Analysis
Are the acquisition candidates consistent with your business strategy?	Strategic Screening

## Phase II

Valuation, Synergy Analysis, Due Diligence, Negotiation and Deal Structure

Key Question	O&A Service Solution
Are valuation projections meaningful?	Risk Based Cash Flow Simulation
Is your valuation tied to the key value drivers?	Value Driver Analysis
Is the Deal financing Appropriate?	O&A M&A Board Coaching

## Phase III

Post Merger Integration

Key Question	O&A Service Solution
Are effective executive alignment, communication, and program management processes in place?	PMI Methodology
Is a comprehensive cultural integration program in place?	Ideaction Workshops TM
Are you accelerating synergy capture?	Customer, Product and Supplier Rationalization

**Osti & Associates M&A Practice helps provides the answers**

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