

Mergers & Acquisitions

Our Consulting Services

Business Technology
Digital
Marketing & Product Management
Mergers & Acquisitions
Organizational Effectiveness
Operations & Process Improvement
Project Leadership
Property Development
Strategy

Our Practice

Point B combines deep industry expertise with mergers and acquisitions (M&A) execution skills to help our clients conduct effective diligence processes, prepare for critical close and Day 1 activities, and develop and implement a “first 100 days” plan together with a post-merger integration roadmap. We enable the success of our clients’ transactions through:

- **Experience** – We have successfully supported clients on more than 100 mergers and acquisitions ranging from \$1 million to \$6 billion in valuation.
- **Industry and functional expertise** – We draw upon our entire firm to ensure that we access the best talent and resources for every client engagement.
- **Execution skills** – Our deep experience managing and implementing mission-critical projects helps to minimize transaction risks.

Our Expertise

The opportunity to get the highest return on your investment is affected by the terms of the deal—but it’s the alignment of integration planning, execution and transition to ongoing performance management that determines the ultimate value. Our expertise spans all phases of the process.



Due Diligence & Negotiation

- Program management and infrastructure
- Operational and technical diligence
- Integration strategy and guiding principles
- Integration risk and negotiation support
- Initial integration charter and cost estimates
- Synergy and value drivers
- Cultural assessment
- Communication and announcement strategy
- Transition services agreement framework

Pre-Close to Day 1

- Integration program management
- Functional charters and cost budgets
- Day 1 and 100-day work plans
- Organizational approach
- HR transition and retention plan
- Change management and communications plan
- Synergy capture plan and tracking
- Transition service agreement
- Clean room
- Integration milestone scorecard

Mergers & Acquisitions

	Close + 100 Days	Stabilization & Monitoring
Offices	<ul style="list-style-type: none"> Integration program management and infrastructure 	<ul style="list-style-type: none"> Program management for ongoing integration initiatives
Austin	<ul style="list-style-type: none"> Day 1 execution 	<ul style="list-style-type: none"> Synergy scorecard transition
Bay Area	<ul style="list-style-type: none"> Integration kickoff 	<ul style="list-style-type: none"> Lessons learned analysis
Boston	<ul style="list-style-type: none"> Synergy and integration scorecards 	<ul style="list-style-type: none"> Celebrate success
Chicago	<ul style="list-style-type: none"> Sales and product rationalization 	
Dallas	<ul style="list-style-type: none"> 100-day work plan execution 	
Denver	<ul style="list-style-type: none"> Change management and communications plan execution 	
Minneapolis-St. Paul		
Phoenix		
Portland		
Seattle		
Southern California		

Our Client Engagements

The following are a sample of recent Mergers & Acquisitions engagements:

Wireless Communication Provider – Point B led the creation of a wireless carrier through the complex transfer of assets divested during the merger of two national wireless carriers. The newly formed company provides wireless service to approximately 1 million subscribers in six states and employs more than 600 people. Point B provided the overall leadership for the company’s formation as well as functional leadership for finance, corporate services, marketing, network operations, customer care, and Day 1 transition.

International Software Company – Point B established the integration planning office to lead its acquisition initiatives over a 3-5 year period. As part of this team, we developed the acquisition methodology and led the IT, operations, and human resource functional teams.

Global Health Services Company – We led geographically disbursed cross-functional teams to integrate and transition business-critical systems with the acquiring organization’s data centers—including claims processing, web portals and support systems.

Global Networking Equipment Provider – Due to the volume of acquisitions since 2008, Point B led the creation of a repeatable integration approach and team. We are providing leadership for all integration and transition phases, from strategy and planning through execution, as well as numerous functional areas including finance, legal, human resources, product development, operations, customer service and IT. We are currently leading teams to integrate and transition six different acquisitions.

Global Technology Company (Fortune 50) – Since 2001, Point B has assisted this organization with more than 100 acquisitions. We have led activities ranging from due diligence to acquisition close, and provided functional leadership for finance, legal, human resources, and Day 1 transition.

Large Retail Bank (Fortune 50) – For a large acquisition, Point B launched and managed event readiness—the enterprise integration testing of all systems. Event readiness also ensured that all surviving acquired systems complied with the bank’s data security policies.