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# Mergers & Acquisitions Integration Handbook, + Website: Helping Companies Realize The Full Value Of Acquisitions



## Synopsis

Proven strategies and tactics to manage the integration of acquired and/or merged companies

Mergers & Acquisitions Integration Handbook is a comprehensive resource to help companies create a scalable post merger or acquisition integration process and framework that accelerates operating and business benefit goal realization. Includes tools, templates, forms, examples and checklists to provide a no nonsense “handbook” style approach to managing an effective integration. Helps integration managers quickly get up to speed on various integration challenges, including guidance on developing detailed operational and functional integration plans to support flawless execution. Reveals how to avoid integration failure by establishing an in-house integration management office to handle integration projects. Includes a sample integration playbook that can be used to create a core competency within companies to support ongoing integration activity. Botched integration is the number one reason mergers fail. Mergers & Acquisitions Integration Handbook shows you how to develop, execute and implement merger integrations and business strategies to realize your organization’s mergers and acquisitions goals.

## Book Information

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## Customer Reviews

Whether you’re involved in a post-merger integration, or a post-acquisition integration, or a partial integration, it is vital that integration work be managed effectively to preserve value and not disrupt business continuity; which is exactly what integration managers are typically on the hook to accomplish. Mergers & Acquisitions Integration Handbook offers no-nonsense guidance for

managing a successful integration, preparing you for the various integration challenges you may encounter. Author and renowned M&A expert Scott Whitaker presents the best practices with pragmatic insights and proactive strategies to inform your thinking toward crafting the optimal integration strategy for your company. Designed to address those challenges facing integration deals valued at \$250 million or less, this handbook looks at those integration activities that are common to any merger or acquisition scenario. Samples of tools and templates illustrating how to accomplish many tasks are included, as well as essential information on:

- How to organize the bulk of your integration activities by phase
- Determining which resources you'll need to manage your integration challenges
- Basic steps and practices to make communication planning a big part of your integration
- Setting up an integration management office (IMO)
- The key activities related to the execution phase of integration
- How to create a scalable integration playbook for your organization

Along with an accompanying website featuring access to a PowerPoint of a sample integration playbook, *Mergers & Acquisitions Integration Handbook* gets you up to speed on integration issues and basic practices so your team can efficiently tackle integration projects in a way that preserves and protects the value of your transaction.

Praise for *Mergers & Acquisitions Integration Handbook*

"This book is a valuable guide from someone who has experienced the real-world challenges of mergers and acquisition integrations. Unlike many technical manuals or standard consulting advice, Scott's handbook is the comprehensive 'owner's manual' for any executive charged with getting real value out of an acquisition. It has the basic instructions for executives facing their first integration to more advanced techniques and tips for seasoned executives, and will be valuable to any executive charged with integrating an acquired asset."

—John Hogan, Chairman and CEO, Clear Channel Media and Entertainment

"This book is a 'must have' for any organization implementing an M&A strategy to grow top line revenues, create scale for improved margins, or both. Scott has created a blueprint that ensures newly acquired assets can be seamlessly integrated into existing businesses, and he has done so in a very practical way. While the content of this book centers on M&A integration, the results of leveraging its insights will surely be categorized as 'organizational leadership' by your shareholders."

—Doug Matheson, Vice President, Strategic Marketing, Ericsson, Inc.

"An extensive primer for anyone charged with the intricate task of integrating newly merged corporate entities. A well-structured approach that aptly breaks down the complexities of the integration process in an easy to digest, step-by-step fashion. This handbook takes you from concept to implementation ready."

—Craig J. Tindall, Senior Vice President, Operations and Facilities,

Grady Health System "Without question, a remarkably complete reference guide to merger and acquisitions integration for both newcomers and professional managers. Written by a merger and acquisition practitioner, this handbook walks us through the entire process in the same way an airline pilot goes through the preflight checklist before takeoff. The bottom line is that you have to check all of the boxes to maximize enterprise value." &#151;David H. Stone, Managing Partner and Principal, New England Consulting Group "The M&A Integration Handbook is a valuable tool for any individual or team tasked with bringing two entities together. A great equation for performance is 'Performance = Potential - Interference.' This handbook is an excellent tool for minimizing interference and optimizing performance, keeping the focus on task." &#151;Bob Hellyer, former CEO & president "The M&A Integration Handbook is an essential resource for those tasked with managing the integration of an organization following a merger or acquisition. Through Scott Whitaker's extensive M&A experience, he provides an in-depth road map to help insure a successful integration and provide a leg up on achieving the vision and goals of the transaction. It's a must-read that provides a comprehensive framework that will prepare you for the task, enhance the process, and insure a better result." &#151;Bob Owen, President, Broadwell Associates, Marketing & Communication Consulting

This is truly a handbook for anyone involved in M&A with easy to grasp concepts and practical examples. The end-to-end integration blueprint of how an integration project is put together from start to finish gave me a number of new insights. It tells the reader how to mitigate risks and draw from the authors vast experience from many such projects.

I have managed around a dozen integrations and read pretty much all the major books on the topic. While I know a few things about M&A Integration, there's always much much more to learn. A few books have been simply unreadable and offer no real insights into such an important topic. But I rank this book as one of my favorites. Quite simply, if you have been tasked with a critical business integration exercise, you don't want a book with a lot of padding. It has to be clear, concise and to the point. Well this book is it. My advice to anyone who is about to embark on an M&A Integration exercise, is to stop, pick up this book, and read it cover to cover. There are some real pitfalls, and part of the reason why deals don't always deliver the expected value is because the integration challenge is not fully understood.

I've purchased several M&A integration books and this to me is the best so far. It lays down all

components of an integration in clear language to be easily applied - well worth the money spent. I highly recommend this book and other books and training by Scott Whitaker and his collaborators.

If you work in M&A or around acquisition integration process, this book is a must read. It is well organized and have good charts and diagrams to assist.

Opened my eyes to the many things that need to be considered when acquiring a business. Probably a good refresher those more experienced as well

Clear guide though very basic

Very helpful

Surprisingly limited level of detail, mostly seems to be a marketing pitch for their consulting services. The website, that supposedly has templates and other supplemental material, has no useful content. Buy Timothy Galpin's Complete Guide to Mergers & Acquisitions instead.

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