

# Mergers & Acquisitions

A non-financial analysis prior to signing the deal

## Verify Everything Before You SEAL THE DEAL



Financial analysis shows us a very clear picture of where an organization is **Right Here, Right Now**

But it takes an analysis of the **Planning, People, Processes** & common **Problems** to show us where they will be in the **future**



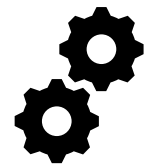
### Planning – 360° Review

- Verify Strategic Plan → SMART Goals
- Audit Of Customers & Suppliers
- Analyze Markets & Competitors



### People – The Key To Future Success

- Audit Manpower, Leadership, Employees
- Determine Engagement & Work Ethic Levels
- Analyze Attitudes, Mindset & Culture



### Processes – Determine Efficiency

- Review Sales Capacity, Routes & Support
- Assessment Of Inventory Levels
- Verification Of Internal Processes Efficiency



### Problems – Common Issues

- Investigate Bottlenecks In All Departments
- Review Training & Tools Required For Job
- Audit Of Succession Planning & Mentoring