



Mergers & Acquisitions

To buy or not to buy? To sell or not sell? What are the questions to ask? An informed decision requires that all aspects of an acquisition, merger or sale of a business be considered. Jacquard's Mergers & Acquisitions Profit Project® evaluates the strategic alternatives a client faces, including the need for an acquisition or sale from an industry and financial point-of-view.

In both buying and selling scenarios, we marry our operating knowledge of the businesses in question to evaluate the true benefits and issues. We always start with an operating company and evaluate other companies in their industry for their strengths, weakness, needs, and synergies.

On the buy-side, the Project contains key processes including target identification, company valuations, due diligence and deal structuring. Other alternatives that are evaluated include implementing a consolidation or roll-up strategy, or growing market share organically rather than through acquisition. As follow-on to the acquisition of a company, Jacquard often supports the integration activities necessary to achieve the full value of the transaction.

Experiences

- *Expert assistance spurs momentum, sets expectations and maximizes value*
- *Setting up process improvements to establish a lean, thriving company dramatically increases the sale value*

Principles

- The market determines the price
- A good process creates better results
- Conduct parallel processes at all times

Goals

- Identify and achieve the right result in a timely fashion
- Structure value-added deals
- Increase the market understanding

Subprojects

- Target Identification and Valuations
- Due Diligence Process
- Deal Structuring, Negotiations and Closing Support
- Acquired Company Integrations

Measurements

- Value achieved
- Time frame met
- Transaction successful

Deliverables

- Win-win results
- Potential target lists
- Due diligence report
- Integration support
- Services tailored to specific goals

Jacquard's Profit Projects®

- Straightforward, proven and universally applicable
- Focused and customized to a company's unique needs
- Easily understood by all employees
- Take only 16 weeks to complete

What they do for you ...

- Improve customer delight
- Build greater market share
- Increase profitability and cash
- Strengthen leadership
- Align people with company goals