

MERGERS AND ACQUISITIONS

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M&A

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FULL M&A CYCLE SUPPORT—

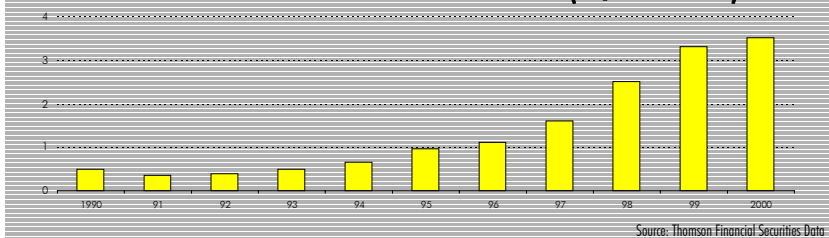
- From strategy to process integration
- Backed by proven expertise and 20 years experience, across all major business sectors
- At half the cost of traditional consultants

Mergers, acquisitions and strategic alliances are a key tool to:

- Accelerate growth
- Take the competitive lead
- Penetrate new markets
- Increase market share
- Enhance your customer base
- Broaden your product lines
- Deepen your expertise and IP
- Increase economics of scale
- Distribute your risks
- Grow your assets
- Leverage your strengths

**CORPORATE DEVELOPMENT,
GROWTH AND SECURITY**

VALUE OF GLOBAL MERGERS AND ACQUISITIONS (US\$ IN TRILLIONS)



BUT NOT WITHOUT RISK—

- Transaction mismatched with strategic strengths
- Gaps in market, competitor or target intelligence
- Unreliable due diligence, or financial structuring
- Unsophisticated approach negotiations, or deal structuring
- Inadequate or insufficient planning
- Rough internal transitioning and integration
- Loss of morale, key staff—or key customers

SBR—M&A CYCLE SUPPORT

- Strategic and decision support services
- Financial and legal support services
- Operational and functional services
- Technical, IT and engineering services



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M&A SERVICE ROSTER

STRATEGIC AND DECISION SUPPORT SERVICES

Providing a clear and practical foundation upon which to build strategy and make decisions

- Strategic planning and implementation
- Market intelligence, analysis and opportunity scans
- Competitor and target intelligence
- Risk assessment and management—modeling and projections
- PR management and marketing
- M&A needs assessment and support

FINANCIAL AND LEGAL SUPPORT SERVICES

Bringing up-to-date financial methodologies, tools and expertise to meet the wide range of M&A challenges

- Valuation, audits and due diligence
- Contingent liability, compliance, reporting and governance reviews
- Financial analysis, quantitative services, stochastic modeling
- Capital adequacy assessments and acquisitions financing strategies
- Tax planning, transactions structuring support
- Regulatory process support, research and brief preparation

OPERATIONAL AND FUNCTIONAL SERVICES

Delivering multidisciplinary professionals who can deliver targeted, industry-specific solutions

- Organizational design and enterprise resource planning
- Project management, process optimization, and performance measurement
- Supply-chain/distribution chain optimization
- Transition support and change management
- HR—staff recruitment and change management
- Benchmarking, process-mapping and best-practices integration support

TECHNICAL, IT AND ENGINEERING SERVICES

Providing the technical expertise to ensure that infrastructure transitions are smooth

- Data management and system integration
- Manufacturing processes—productivity assessments and integration support
- Information security-audits enhancement, and recovery plans
- Patent and IP portfolio profiling and management



THE SBR ADVANTAGE

- Project management orientation
- Low-cost provider
- A broad range of expertise
- Rapid landing and deployment
- 24/7 capability
- Transparent activity-based costing and reporting
- Full intellectual property transfer
- Experience in every major sector
- Proven delivery

S·B·R
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**Professional
Services
Contractor**

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