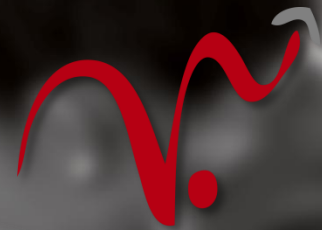




Mergers & Acquisitions

Key Success Factors

Successful Integration!



Tomorrow's Vision

As a result of continuing globalisation and market consolidation, there have been a significant increase in the number of Mergers and Acquisitions over the last decade.

The conclusion from the combined experience gained by many organisations shows that rigorous application of the basic principles of managing change significantly increases the success rate of Mergers and Acquisitions.

70%-80% of acquisitions fail, meaning they create no wealth for the share owners of the acquiring company. Most often, in fact, they destroy wealth...

Selden and Colvin (2003)

When I look at many companies today, I have a hard time dismissing the strategic power of M&A. In the last three years, growth through acquisition has been a critical part of the success of many companies...

Alex Mandl (2000)

Tomorrow's Vision Services



Tomorrow's Vision provides expertise and facilitates the establishment and implementation of detailed plans to ensure successful integration, applying the key success factors within a clear methodology.

We have developed training courses for the senior management team making the critical decisions, as well as middle management who drive implementation.

Key Success Factors

- Rigorous Communication
- Structure aligned with the strategic goals
- Cultural alignment
- Customers retention
- Follow a clear integration process

Methodology used

- Define
- Measure
- Analyse
- Improve
- Control