

# SIGNING THE DEAL IS THE BEGINNING, NOT THE END



*The PMO Academy*  
Building Capability, Delivering Change

## ONE DAY WORKSHOPS ON MANAGING POST MERGER INTEGRATION & JOINT VENTURE IMPLEMENTATION

M&A activity continues to surge in Asia, with takeover deal volumes hitting a record high in the first half of 2015. A rapidly growing middle class, regulatory reform driven by globalisation and the emergence of the ASEAN Economic Community are all creating opportunities for organisations to increase their Asia footprint.

Inorganic growth is not, however, without risk. The latest industry research shows that typically only 25% of Asian M&A's deliver expected benefits. Coupled with this, we know that 80% of deal value is captured in the first 12 months following deal closure. The ability therefore, to rapidly mobilise post merger integration programmes whilst protecting corporate human assets, will be a key differentiator for regional M&A success.



### WORKSHOP THEMES

#### The Vision for Integration

- Value Analysis, Integration/Implementation Options Design, Implementation Blueprint, Communications Strategy

#### Structuring the Transition Programme

- PMO set up & Governance design, Sponsor Selection, Developing the Master Plan, Risk Analysis, Change Impact Assessment, Value Tracking

#### Culture & Talent Management

- Culture Scan, Key Talent Analysis, Process & Relationship mapping, Retention Planning

This one day workshop is designed for in-house teams involved in mergers and acquisitions, or in setting up joint ventures.

Run privately for individual clients, this workshop provides a proven approach to post merger integration/JV programmes, in a trusted environment in which to discuss implementation strategy.

Through case studies and experiential learning, our workshops help M&A and JV teams understand the importance of keeping the implementation programme aligned with deal strategy, and designing an implementation plan that identifies synergies, optimizes processes and supports the implementation of change across key business dimensions.

# OUR TEAM



## SHARON MULLAN

Lead Coach & Presenter & Managing Director of The PMO Academy.

Member of the Change Management Institute, The Associations for Project Management, The Project Management Institute



## OLIVIER MAÎTRE

Senior Coach & Presenter

Executive MSc, Consulting & Coaching for Change, Accredited member Asia Transformation & Turnaround Association

Our workshops can be held on your premises, or at our Admiralty offices to ensure complete discretion during the deal process. Contact us to discuss your requirements:

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