

Stratford M & A Due Diligence

A systematic and comprehensive process of discovery to ensure that obligations are clearly known prior to committing to any acquisition opportunity.

The Business Challenge: M & A “Eyes Wide Open”

After weeks, maybe months, of thoughtful deliberation and initial discussions with the leaders of an organization that appears to be a great fit with yours, you are ready to begin the due diligence homework in earnest. In addition to the financials, what are all the questions that you should be asking? Do you know all the areas where risks lurk?

Some of the biggest potential risks are with the employment-related issues. If you don't know the questions to ask, don't expect the vendor to tell you.

As the saying goes, “ask no question, tell no lies”.

The Solution: Stratford M & A Due Diligence

Stratford's experienced M & A consultants will help you:

- Identify the areas of potential risk
- Develop the questions to ask
- Review answers and probe deeper as needed
- Assess the extent of any risk identified
- Identify risk mitigation strategies

Effective due diligence will ultimately help you make a sound decision for your organization and to plan accordingly. We will make sure that there are no costly surprise skeletons in the closets that can quickly turn a “perfect” acquisition into a living nightmare.

The Potential Acquisition Shouldn't Remain a Mystery Once Due Diligence is Completed



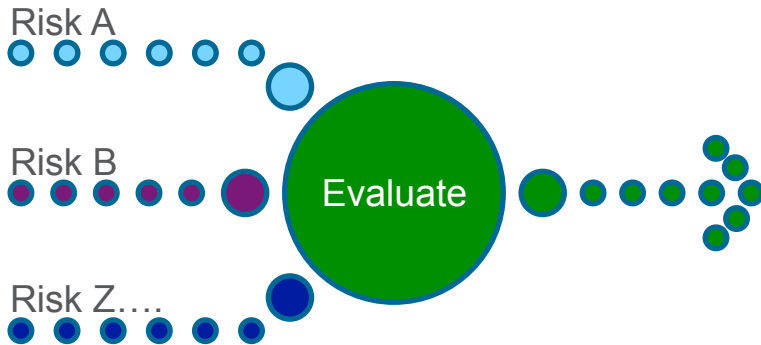
Not unlike a good mystery to solve, thorough due diligence requires every clue and lead to be tracked down and explored.

Never be in such a rush to close a deal that you are willing to forego comprehensive due diligence. Expensive, even crippling, if not fatal, risks can await unsuspecting buyers.

It's elementary.

Due Diligence Process

Our experienced consultants will work with your M & A team to map out the due diligence process that makes sense for your organization, complete with action items, persons accountable and deadlines. Throughout the process, we will work with your team to assess, evaluate and help your organization make the right decisions – “eyes wide open”.



Whether you're considering an acquisition or are being acquired, we provide options on how to proceed and help you through every step of the process with:

- Acquisition coaching
- Project management
- Transaction services

How can we help?

Our Human Resources services bring your organization highly skilled and experienced consultants with a proven track record of success. To discuss how we can help you with your M & A due diligence, contact our HR team today.

DON'T FORGET THE POST-MERGER INTEGRATION!

While companies invest significant effort into the front-end due diligence leading up to the acquisition of another firm, many mergers fail in the post-merger integration of the two organizations.

The effort reserved for due diligence, transaction financing and negotiations should at least be matched by work on integration planning. A merger or acquisition will be a time of immense change for both organizations. Two corporate cultures must be combined; hard-won leadership roles will change; employees may have new managers, new job titles, new roles and responsibilities, and a new compensation plan.

Neglecting to put in place a proactive post-merger integration plan that involves detailed change management actions, and strong communications and engagement activities can entrench an 'us vs. them' environment within the merged organization.

Weak integration may result in unwanted attrition, a distracted workforce, low morale, low productivity and unhappy customers.

ACHIEVE YOUR POTENTIAL

CONTACT US



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