

M&A Project Services

Hands-on support for your deal

Our Services

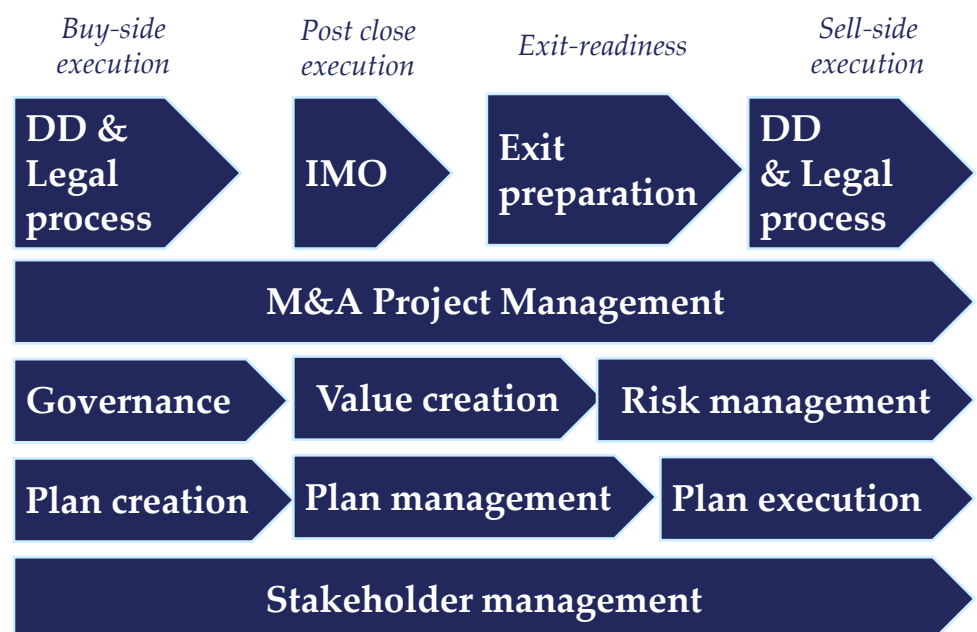


How our M&A Project Management Services add value

At its heart every M&A transaction, whether on the Buy-side or on the Sell-side, involves a project, with an expected outcome, multiple stages, many contributors, and even more moving parts, from the initial acceptance of an offer, through due diligence, and negotiation of legal agreements, to post close transition and business integration. There's a saying in M&A that "time kills deals." An M&A process can be both exacting, and disruptive to day-to-day business activities, placing enormous pressure on management, and good deals can easily unravel where the parties are not able to allocate sufficient time to close a deal. Having a dedicated M&A Project Manager as part of your team will maintain focus, keep things moving, manage utilisation of advisors, and will increase the chances of a deal completing.

DD Consulting is your trusted partner in M&A, able to provide project management support to get your deals across the line.

Our team of seasoned M&A project management specialists has benefited owners, investors and management teams, on Sell-side and Buy-side delivering excellent project management support through the entire M&A lifecycle:



Buy-side execution: We drive the acquisition process from Heads of Terms, co-ordinating activities through multi-workstream due diligence, right up to negotiation and execution of Sale and Purchase Agreements.

Sell-side Exit readiness: We manage the preparation stage for an Exit process, ensuring the management team can demonstrate a resilient business model and strong market positioning, helping them to do the "housekeeping" getting all the key documents and data together in readiness for due diligence

Sell-side Exit execution: We are the "linchpin" of a successful exit transaction, acting as the key point of contact throughout the process to both internal and external stakeholders, taking the weight off the management team's shoulders and letting them focus on running the business.

Post-Acquisition Integration: Our team supports the process to define the Target Operating Model (how the business is to operate post-completion, establishing a robust governance structure for effective decision-making , and setting up and running an Integration Management Office, the managing body of the integration.

Applying Project management disciplines is vital to success in M&A:

The success of an M&A deal depends not only on strategic fit and due diligence but also on how effectively the deal is executed from start to finish. Hiring an M&A project management specialist can be a game-changer, bringing structure, discipline, and focus to a complex and disruptive process. At DD Consulting our M&A Services offer:

Strategic planning and scope management: .We help you articulate the objectives, vision, and scope of the deal . This includes understanding the strategic fit, synergies, and value drivers of the deal. Scope management ensures the deal stays focused on its strategic priorities. Effective planning also involves risk assessment and contingency planning to mitigate potential challenges and uncertainties.

Stakeholder management and communication: transactions involve a diverse group of stakeholders, including executives, legal and financial advisors, employees, customers, and sometimes regulatory bodies. Effective stakeholder management is critical to maintain alignment, manage expectations, and ensure smooth communication across all parties. We establish a robust communication plan to keep everyone informed, engaged, and focused

Risk management and issue resolution: M&A deals are inherently risky. We apply risk management processes to identify, assess, and prioritize risks throughout the deal lifecycle. Proactive risk management enables the team to develop mitigation strategies and contingency plans, ensuring that risks are managed before they become issues. Additionally, our project managers are skilled in issue resolution, facilitating quick and effective decision-making to keep the deal on track.

Integration planning and execution: Deals are most likely to falter during integration where the operations, cultures, systems and processes of the two entities are aligned. Our project managers play a pivotal role in integration planning and execution. A comprehensive and well thought through integration plan ensures a smoother transition and helps realize intended deal synergies. We establish programme governance and set up and run an Integration Management Office (IMO) to coordinate cross-functional teams and oversee delivery to ensure that objectives are being met on time and within budget.

Monitoring, reporting, and continuous improvement: Deals require continuous monitoring to ensure they are progressing according to plan. We set up reporting mechanisms to provide regular updates on the status, of the deal to enable informed decision-making and maintain transparency among stakeholders. We promote a culture of continuous improvement by capturing lessons learned and best practices that can be applied to future deals, enhancing overall M&A capabilities.

Why DD Consulting?

With DD Consulting, you gain access to proven toolsets that accelerate delivery and create a playbook for future deals. Our approach is collaborative and "hands-on"; we work with you, and not replacing internal expertise, and become an embedded part of your team. We complement the work of your other external advisors, facilitating their work, and not competing with them.

Whether it's a share purchase or a business and assets transaction, DD Consulting's M&A project management specialists are equipped to handle all stages of the deal lifecycle end-to-end. Our experience extends across private, private equity and corporate deals.

Get in touch with us to learn how our project management services can help make your next M&A deal a success.

Some of our M&A Projects Experience



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