

# Corporate Services

## M&A, Integration & Divestitures

Our seasoned merger and acquisition (M&A) consultants have experience successfully coordinating, managing and implementing strategy, operations, systems and staff. This hands-on experience in highly acquisitive companies means efficiency and effectiveness routinely saving clients time and money. M&A and Integration clients not only expect a high level of technical transaction experience but also a significant level of political acumen that will help throughout the acquisition and/or integration process. Our M&A professionals also support departments in transition, having dealt with both planned and unplanned departures common to merger and integration deal structure.

We all know integrations can be challenging. Pre-deal assumptions can prove to be wrong and sometimes millions of dollars in projected revenues cannot be realized as planned. It takes seasoned Integration professionals to keep the project within scope to avoid extremely expensive pitfalls. ETONIEN's professionals have the depth of experience to execute post merger activities. Both the divesting companies and the investors will readily admit that carve-outs are still the most challenging of these transactions. Separating a business unit and standing it up on its own, as either a public or private entity, takes true mastery. ETONIEN has been recognized as a leader in this area with specialized consultants in high demand.

### Specific Solution Areas:

- **Merger preparation and support**
- **Acquisition support**
- **Post acquisition integration, planning and management**
- **Carve-out lead, support and maintenance of financial information**
- **Financial management of virtual data rooms**
- **Analysis and evaluation of target finance/accounting staff pre and post acquisition**
- **F&A Systems/ERP support for all transaction types**