

# MERCER

Consulting. Outsourcing. Investments.



MARSH MERCER KROLL  
GUY CARPENTER OLIVER WYMAN



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## **M&A in unprecedented times** Maximising value from the deal

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## Case Study

## Background to the transaction

	Company A	Company B
Owned	Publicly quoted	Private equity
Manufactures where?	UK & North America	Asia
Sales	UK & US	Globally (not UK or US)
Widgets	Specified	Standard
Time to customer	48 hours	Long!

## Role play *aide memoire*

- The two companies seem to approach their business in different ways. This is something to think about for integration
- Do we understand the workforce we have just acquired? How are employees of Company B used to being consulted?
- CEO of Company A expressed concerns over management style in the Company B. Is this something that should worry you?
- Some of Company B executives are going to be very rich in the short/medium term. How will this be relevant?