



The Art of M&A[®] for Integration Leaders: Collaborative Forum

March 21-23, 2023 / Manchester Grand Hyatt / San Diego

M&A Speed-to-Value: Integration Done Better, Faster, Leaner

REGISTER



Key Result Outcomes From This Event Include:

- Solve for your company's most challenging failure factors and root cause issues
- Align and accelerate the most important priorities necessary to accomplish each deal's business case earlier, faster, and more effectively
- Supercharge revenue synergies by accelerating and supporting commercial, go-to-market and support teams better
- Detect and resolve hot-spots before value-erosion hits



Interact With Your Peers and Presenters:

- Open Forum Discussions
- Small-Group Breakouts
- Skilled Acquirer Mini-Case Study Presentations
- Sounding Board Sessions
- Structured Networking
- Topical Panel Discussions
- Exchange Insights & Lessons Learned



Achieve These Essential Benefits for Your Company:

- Improve the methods, tools, skills and capabilities needed to relentlessly drive M&A speed-to-value across the entire M&A lifecycle
- Leapfrog your independent learning curve by rapidly adapting what other leading acquirers do best
- Overcome the principal source of delay, risk and underperformance by achieving best-in-class employee experience and customer experience

Is This Event Right for You?

It is recommended that registrants have completed at least one prior M&A course on integration and have completed at least one full prior integration. Not sure if this event's a fit? Let's talk! Contact Mark Herndon:

mark.herndon@macouncil.org



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March 21-23, 2023 / Manchester Grand Hyatt, San Diego, CA - All times shown are U.S. Pacific Time Zone

PRELIMINARY AGENDA V13Feb2023- ALL SESSIONS AND TIMES SUBJECT TO FINAL CONFIRMATION

	March 21, 2023	March 22, 2023	March 23, 2023
TIME	Tuesday	Wednesday	Thursday
8:30 - 10:00 AM	<p>Discussion: The Business Mandate for M&A Speed-to-Value (MASTV); The Primary Channels for MASTV Improvements</p> <p>Working Session: <i>Challenges & Obstacles to MASTV: Deal Strategy & Value-Driver Alignment; Business Case & Synergy Alignment; Operating Model Alignment & Execution</i></p>	<p>Discussion: Breakthrough Results - Preventing and Prevailing Over Resistance (Culture, EX,CX, Leadership Engagement & Alignment)</p> <p>Case Study Working Session: Culture Focus <i>Groups will analyze an actual deal with well-known brands, then identify culture alignment risks, issues, trade-offs, solutions and best alternatives</i></p>	<p>Discussion: One Irrefutable Truth - M&A Capability & Readiness Matters</p> <p>Spotlight on Success: <i>A mini-case study presented by an outstanding corporate acquirer providing insights and lessons learned for improved MASTV</i></p>
10:00 - 10:30 AM	Morning Break	Morning Break	Morning Break
10:30 - 12:00 PM	<p>Discussion: Developing Solutions to Maximize MASTV in Your Organization</p> <p>Working Session: <i>Groups will identify and develop recommendations for maximizing MASTV in three principal, interrelated channels running throughout the entire end-to-end M&A Lifecycle</i></p>	<p>Discussion: Breakthrough Results - Preventing and Prevailing Over Resistance (Culture, EX,CX, Leadership Engagement & Alignment)</p> <p>Walk-the-Walls Working Session: Employee Experience <i>Groups will identify challenges, risks, solutions, trade-offs and best alternatives for achieving superb EX across the M&A Lifecycle</i></p>	<p>Panel Discussion: Our Journey From Good-to-Great -- Lessons learned, insights and inspiration from a select panel of your colleagues from highly experienced corporate acquirers</p> <p>Discussion: Self-Assessment: Your Priority Areas to Address; Summary Insights; Group and Individual Recognition; Adjourn / Departures</p>
12:00 - 1:00 PM	Lunch	Lunch	
1:00 - 2:30 PM	<p>Discussion: Validating and Upgrading the Best Solutions for Maximizing MASTV in Your Organization</p> <p>Working Session: <i>Groups will engage, present, discuss and refine the best solutions in each of the three principal, interrelated channels for improving MASTV</i></p>	<p>Discussion: Breakthrough Results - Preventing and Prevailing Over Resistance (Culture, EX,CX, Leadership Engagement & Alignment)</p> <p>Walk-the-Walls Working Session: Customer Experience/GTM <i>Groups will identify challenges, risks, solutions, trade-offs and best alternatives for achieving superb CX, go-to-market, commercial, R&D and revenue synergy growth</i></p>	 <p style="text-align: center;"> RESERVE YOUR GUEST ROOM Manchester Grand Hyatt, San Diego Hotel Room Block Cut-Off is Monday, Feb 20, 2023 </p>
2:30 - 3:00 PM	Afternoon Break	Afternoon Break	
3:00 - 4:30 PM	<p>Spotlight on Success: A mini-case study presented by an outstanding corporate acquirer providing insights and lessons learned for improved MASTV</p> <p>Commitment to Action Working Session: <i>A structured and fast-paced action planning session leveraging the day's best ideas, the insights of colleagues and the inspiration of other successful corporate acquirers</i></p>	<p>Discussion: Leadership Engagement & Alignment. Group interaction and solution development to enable your team to engage/align executive leadership more effectively throughout the M&A Lifecycle</p> <p>Commitment to Action Working Session: <i>A structured and fast-paced action planning session leveraging the day's best ideas, the insights of colleagues and the inspiration of other successful corporate acquirers</i></p>	
4:30 - 5:30 PM	Evening Break / Office Hours	Evening Break / Office Hours	
	<p>Your Time: Catch-up on emails / action items from your day-to-day responsibilities; or join a private sounding board session with event staff, faculty or partners</p>	<p>Your Time: Catch-up on emails / action items from your day-to-day responsibilities; or join a private sounding board session with event staff, faculty or partners</p>	
5:30 - 7:30 PM	<p>Open Forum Learning: <i>Executive Insights - network with colleagues and learn from a key executive leader from a highly successful acquirer; Food and adult beverages provided</i></p>	<p>Open Forum Learning: <i>Executive Insights - network with colleagues and learn from a key executive leader from a highly successful acquirer; Food and adult beverages provided</i></p>	<div style="background-color: #0056b3; color: white; padding: 10px; display: inline-block; font-weight: bold;">REGISTER</div>