



To achieve market leadership and synergies, companies today are always on the lookout for mergers and acquisitions as part of revenue, customer or capacity augmentation. To expedite the process in an unbiased manner, external short term expertise is often used.

SIIPL ERRC provides the external unbiased perspective and follow-through facilitation using a combination of methods and valuation tools to assess the opportunity as it is being discussed / negotiated to ensure awareness of all associated risks.

<p>Customer need</p>	<p>Mergers and acquisitions can be of many types and need significant senior management to plan, commit, complete and integrate. Such activities, given a dynamic market landscape often require diverse skill sets spanning strategy, market knowledge, financial / valuation, contractual, legal, human resources, information technology, risk analysis etc. Post the acquisition, change management procedures often need to be put into a formal process framework to leverage the best from the partnership.</p>
<p>How SIIPL ERRC can help</p>	<p>SIIPL ERRC has expertise, tools and facilitation / change management skills to help organizations expedite an M&A process in a risk free manner. SIIPL ERRC works as a partner in progress to research, initiate, facilitate, negotiate and support the post acquisition integration efforts thereby reducing the associated risks.</p>
<p>Scope and Deliverables</p>	<ul style="list-style-type: none"> - M&A strategy and framework - Material Research and shortlist potential companies - Communication pack - Technical, Operational and Financial due diligence - Structuring and draft term sheet recommendation - Negotiation support and closure - Integration planning and project office facilitation
<p>Customer responsibility</p>	<p>Assessment questionnaire completion Approval of budgets and framework Access to decision makers, investors, counsel and auditors for clarifications Facilitation of operational access to potential targets for due diligence</p>
<p>Engagement approach</p>	<p>SIIPL ERRC uses a combination of ½ day workshops followed by workouts to expedite the process. This needs decision maker involvement for these sessions which can last upto 3-5 business days spread over 2 weeks. The total elapsed time for such efforts can take upto 3-6 months depending on the industry.</p> <p>SIIPL ERRC can facilitate the entire process or select aspects of the same depending on the budget available thereby offering the customer a choice of price points for the effort. The model works on a best effort basis and is time-boxed into 3-6 months effort with upto 5 or 10 prospects.</p>

Special Services (Optional)	Field Research and interaction with potential target companies* IPR valuation HR and operational integration support
Service Reference	SI IPL-ERRC-M&A-2009-02
Pricing	On request
Additional information	For a complete range of SI IPL ERRC Services, please visit www.siiplconsulting.com/ERRC or email us at errc@siiplconsulting.com

*Offered through our Specialist Services Partners

About Strategic Interventions India Private Limited

Strategic Interventions India Private Limited (SI IPL) is a business and operations advisory firm that is positioned as an organizational catalyst. Incorporated in 2003, it has worked with more than 50 customers from India, US and Singapore on various business, functional and domain aspects in select industry verticals such as manufacturing, healthcare, financial services, ICT & Education, Infrastructure and Retail.

SI IPL specializes in offering growth and change management consulting through its business life cycle services, functional problem solving through functional life cycle services, business transformation and outsourcing through its business transformation services and offers Executive coaching services through its Executive focus services as well. SI IPL projects typically span 6-36 months with clearly laid out milestones and deliverables. All SI IPL engagements involve ongoing knowledge transfer and training to maximize benefit to customers.

About SI IPL-ERRC

SI IPL ERRC is a special business value initiative primarily aimed at MSME (Micro, Small and Medium enterprises) with a comprehensive range of rapid deployment services that are offered through a combination of inbound (at SI IPL office) and outbound (at customer location) to suit short to mid term needs of such enterprises.

Key service groups offered by ERRC include Consulting, Training, Sourcing, Research, Mentoring and Financial advisory. All the services are paid services and are competitively priced and very affordable. SI IPL ERRC also offers an on-demand model that is uniquely suited to MSME needs for very short term needs (typically less than 1 week) using a DIY approach that combines powerful learning tools and an offline support process to keep costs low for MSME companies.

SI IPL ERRC uses a unique Workshop + Workout method which uses small focus groups of decision makers to put the plan together. SI IPL ERRC has its internal desk research capability that is used to pull together basic secondary research data for the plan. SI IPL ERRC has a team of senior functional / subject matter specialists who can be called in for short consultations (telephonic and face to face) during the process to resolve any knowledge gaps. The unique model helps keep costs low for the entrepreneur / organization and also helps build their skills using DIY (do it yourself) techniques for real time knowledge transfer during the consultative process.

strategicinterventions India Private Limited #2, 2 nd Floor, RR Chambers, 11 th Main, Vasant Nagar, Off Millers Road Bangalore – 560052 Ph. +91-80-22202131/32 Fax. +91-80-22202134	URL: www.siiplconsulting.com Email: errc@siiplconsulting.com ERRC direct line: +91-80-41148279
--	---