

# Acquisitions + Integration

**IDENTITY GREATER  
VALUE. REALIZE  
IT FASTER.**

By evaluating the potential and risk of a merger deal from both an analytical and an operating perspective, we quickly uncover additional synergies and savings opportunities that can lower your internal deal multiple and reduce risk. Then we help create and implement a plan to obtain those gains by optimizing processes post-merger, enabling the business to more rapidly realize its expected performance.



## Does your organization struggle to:

- Quickly assess the value of acquisition opportunities
- Get an unbiased perspective on whether a deal makes sense
- Rapidly realize the full potential of a newly acquired business

## With Acquisition and Integration support from TBM, you will:

- Quickly understand the operational and supply risk and opportunity of a potential deal
- Get a sound value creation plan for quickly improving business performance in an acquired firm and capturing synergies and savings post-close
- Lower your internal deal multiple and reduce risk
- Identify an additional 20% to 30% of EBITDA improvement beyond what the selling or buying company can find

## Reduce your deal risk and improve EBITDA by leveraging our operations and supply chain expertise.

### OPERATIONAL DUE DILIGENCE

Make acquisition decisions more quickly and confidently. Our experts take a real-world, top-to-bottom look at how a target company is performing. We assess the current state of business, compare operating activities to best-in-class practices, and evaluate leadership capabilities, organization, and cost structure, presenting you with a solid, unbiased assessment of operational risks and opportunities.

### FULL POTENTIAL ANALYSIS

Understand the value chain performance of a target company and determine its potential to realize your goals. We look for opportunities to accelerate EBITDA improvements and free up working capital, providing you with a detailed description of each financial opportunity.

### INTEGRATION PLANNING

TBM helps you create go-forward plans complete with timing and resources required to fully integrate new acquisitions. This business transformation plan outlines operational excellence improvements and earning growth targets.

### FULL POTENTIAL VALUE CREATION PLANNING AND IMPLEMENTATION

Post-deal, put your integration and value creation plan into action fast. TBM implements a strong visual Management System for realizing targeted EBITDA improvements, and we apply our operational excellence, supply chain, and leadership development expertise to help you accelerate growth and capitalize on the full value of the deal.

**NUTRACEUTICAL MANUFACTURER**  
**Human Capital Maximizes Private Equity Investment**

- Productivity gains, scrap reduction, and supply-chain improvements reduced operating costs by \$1.5 million in 12 months
- Rapid inventory reduction reduced working capital requirements by \$5 million
- Sold for 5x the original stock price two years after the initial investment

**INDIA-BASED APPAREL EXPORTER**  
**Lean Culture Increases Profitability, Enables Growth Through Recession**

- Implemented a plant-by-plant Lean transformation despite skepticism about the effectiveness of Lean in the apparel industry
- Initial lean teamwork yielded productivity increases as much as 35%
- Pilot program expanded to four plants after realizing significant gains in quality and delivery

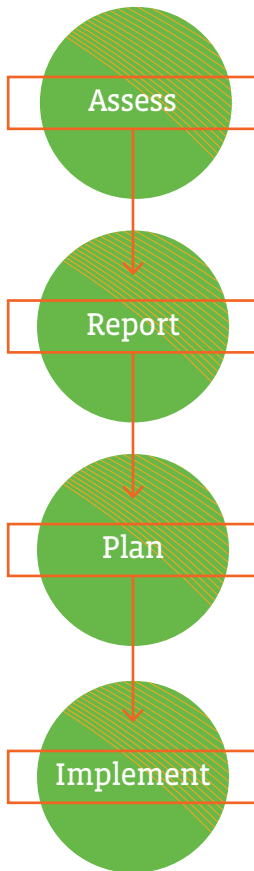
**DIGI-STAR (AGRICULTURAL COMPONENT MANUFACTURER)**  
**Productivity Gains Support Portfolio Company Growth while Avoiding Capital Expenses**

- Applied Lean manufacturing methods to every stage of the production process
- Supported significant sales growth without purchasing new equipment or adding production lines
- Improved productivity by 25%

## Get the pre- and post-deal support you need to identify and realize more value.

Our comprehensive approach to acquisition success goes well beyond identifying risks and value potential. We work with you to realize that value fast by implementing proven improvement plans post-deal. Because speed is of the essence, we mobilize quickly, putting seasoned experts on site to assess the deal. Then we get right to work post-close, working shoulder-to-shoulder with you to get your new acquisition up to operating standards as quickly as possible.

### The TBM Approach to Acquisitions and Integration



TBM's Operational Diligence Assessment evaluates what the client hopes to achieve by delivering a thorough, unbiased assessment of opportunities, risk, and value potential.

You receive a comprehensive report detailing opportunities, savings, and implementation plans. We work with you to review findings and clarify issues, making sure key questions are answered and giving you confidence in your decision.

We create a plan for value creation and realization, focusing on the greatest opportunities for improvement and spelling out specific operational excellence initiatives and integration strategy.

Post-deal, we quickly launch improvement plans, working at the point of impact to drive results. We implement a strong Management System to embed process rigor for accountability, problem solving, metrics management, and effective execution to and support achievement of business objectives.

Identify greater value.  
And realize it faster with TBM. →

## SPEED WINS EVERY TIME

TBM specializes in operations and supply chain consulting for manufacturers and distributors. We push the pedal down in your operations to make you more agile and help you accelerate business performance 3-5x faster than your peers.

in | | | [tbmcg.com](http://tbmcg.com)

