



## ACCELERATING YOUR MERGER POTENTIAL



Apply a proven, powerful approach to merger integration that ensures realization of integration benefits and accelerate results. Mergers are very public events that significantly alter the future valuation of the merged businesses. It is important to get off on the right foot.

YCA created M&A fastTrack to provide a proven approach to merger integration - ensuring that expected integration benefits are fully realized.

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# Experience

Founded in 1983, YCA is a global consulting and training firm that has built its reputation by assisting clients in delivering mission-critical projects on-time, on-budget, and to specification. YCA's experience spans a broad array of project applications in dozens of industries. YCA has assisted a number of our Fortune 500 clients with accomplishing their M&A Integration objectives.

YCA has worked in a variety of national cultures, including projects in 25 countries in North and South America, Europe, Asia, Africa, and Australia. More than 400 clients have successfully achieved their specific project goals by applying YCA's unique approach to project planning and control.



## Ensure and Accelerate your Merger Potential

Well planned and executed Merger Integrations separate successful M&A deals from failures. Companies spend millions/billions on the M&A deal, but struggle to integrate the acquired business with the existing business.

For two decades, YCA has assisted clients in successfully performing mission-critical projects, including merger integrations.

YCA has a proven approach to merger integration, which will ensure that expected integration benefits are fully realized.

Our business is helping our clients achieve success



YCA fastTrack provides organizations with a clear roadmap for defining, planning and controlling M&A Integrations.

# fastTrack overview

When most people refer to M&A work, they think about structuring, funding, and closing a deal. The real battle for "value" lies within the associated integration project. It is incredibly difficult to take two or more business units with different business cultures, processes, and reporting structures, and merge them into a single harmonious, productive entity. It is even more challenging to accomplish the feat quickly and efficiently. Faster integration means earlier productivity and an acceleration of financial results.

YCA has created a specific program called YCA fastTrack to assist organizations in tackling the challenges of merger integrations. YCA fastTrack provides organizations with a clear roadmap for defining, planning and controlling merger integration projects.

YCA can assist your organization to achieve quality integrations, quickly and efficiently, without sacrificing any of the quality steps that are necessary to retain and motivate employees.



## fastTrack benefits

fastTrack is a flexible and scalable solution that is customized to fit the needs of your specific business. Some of the key benefits are outlined below:

- Ensure full realization of desired benefits
- Meet required integration timeframe objectives
- Provide real-time status of integration progress
- Proactively identify and solve problems
- Increase the quality and depth of integration
- Improve participation and ownership of change
- Conduct thorough due diligence
- Better articulate roadmap to benefits
- Minimize interim process & system workarounds

Let us help you achieve superior business performance



# fastTrack methodology

Define It. Plan It. Do It. YCA fastTrack.

It is critical that an integration initiative be effective and efficient. Critical internal resources will be pulled from important projects to assist. Expensive external expertise must be judiciously applied. For this reason, YCA has developed Fastrack for M&A Integrations. The key steps are:

Phase 1 | Define It  
gets your team together and gets you organized.



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Phase 2 | Plan It  
constructs a solid plan.

Phase 3 | Do It  
updates your plan, solves problems, achieves goals.

All projects have challenges. YCA M&A fastTrack helps companies proactively identify and solve the myriad of issues that can arise in a merger or acquisition. This process allows teams to stay in control of their projects and deliver top-quality results.