

*“Price is what you pay.  
Value is what you get.”*  
- Warren Buffet

# Middle Market M&A: PLANNING | TRANSACTION | INTEGRATION

Ensuring Deals Deliver Desired Results

Acquisitions, joint ventures, and other strategic transactions, as well as divesting non-core assets, can contribute greatly to the growth, value, and transformation of your business. However, each represents significant risk if not well executed.

Structuring and executing these transactions is critical, of course, and where attention is typically focused. However, this is only part of what creates value. Alignment of a contemplated deal with corporate strategy is an imperative – but other motivations can, and often do, threaten or override that clear logic. Integration planning should be in full swing once the deal moves to latter stages so effective execution of a comprehensive integration plan can begin as soon as the ink is dry. Accomplishing these goals requires strategic perspective, transaction and integration experience, as well as the bandwidth to dedicate sufficient focus to what is a mission-critical initiative.



According to a recent McKinsey study, those companies that do integration well deliver as much as **6 TO 12 PERCENTAGE POINTS HIGHER TOTAL RETURNS** to shareholders than those that do not.

## THE CORPORATE DEVELOPMENT ACTIVITY CHAIN



NextLevel’s expertise and unbiased insights on how to successfully address the entirety of this vital process can help you realize your deal’s full potential.

## Realize Your Full Potential Value

NextLevel’s *corporate development* Desired State Roadmap™ is designed to rapidly get you on the path to your desired outcome. In a short, three- to four-week engagement, we develop a high-level roadmap that provides clarity about your readiness and how to address concerns, so you can realize the full potential value of your strategic transaction. You can take the plan and run with it, or count on us to assist with any aspect of implementation.

## OUR PROCESS



- Through customized interviews and review of materials and processes, we quickly gain an understanding of your strategy, organization and operations, and assess the effectiveness and challenges within your organization to execute and implement a strategic transaction.
- We identify and prioritize initiatives to address opportunities for improvement, and determine the time and resources necessary to implement.
- We help create a path for you to align your capabilities with your business needs and aspirations, ensuring buy-in and ownership at all levels of the organization.

## The NextLevel Advantage



### EXPERIENCED LEADERS

NextLevel gives you immediate access to proven executive talent, including leaders with extensive real-world operational, financial and transactional experience in the C-suite and boardroom. Our team members have experience leading companies through major transitions, and managing challenging, mission-critical initiatives in a broad range of markets and industries, from start-ups to multi-nationals, both privately-held and publicly-traded.



### COLLABORATIVE APPROACH

For each engagement, we leverage the collective knowledge and practical experience of our entire team. To develop each aspect of the Desired State Roadmap™, we draw on team members with relevant areas of executive expertise—in strategy and governance, strategic transactions, operations, finance and technology—as well as relevant industry experience. We then work in close, collaborative partnership with you to align our recommendations effectively with your business goals.



### UNBIASED PERSPECTIVE

Because of our outside perspective, we can take a critical view of what you need to increase your enterprise's value, offering fresh insights and assessments. Without the competing demands on our time and focus that your senior leadership must contend with on a daily basis, we can quickly shed light on roadblocks and provide a clear path to achieve your objectives. Working with NextLevel, you can get the clarity you need to take next steps.

### PREPARED TO REALIZE THE FULL POTENTIAL VALUE OF YOUR STRATEGIC TRANSACTION?

Call (800) 833-NEXT or email [info@nlbev.com](mailto:info@nlbev.com).

NextLevel leads companies through major transitions, and helps manage challenging, mission-critical initiatives by providing seasoned operating executives on an interim, project, or advisory basis. Our vetted team, each with an average of 20 years of real-world leadership experience in the C-suite and boardroom, helps companies execute their most important strategic, operational and financial initiatives to build enterprise value.



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