



Are you about to enter an **acquisitive cycle** or do you have an **imminent deal** pending? Do you want to **avoid the pitfalls of integration** that cause so many deals to fail? Now you can **quickly elevate your team** to a **level of competence** that **previously took years of experience**, a myriad of costly

mistakes, and the risk of millions in lost value to achieve on your own.

Golden Gate Consultants M&A Integration Mastercamp™ enables you to **leverage the integration best practices used by the world's leading acquirers** and endorsed by thought leaders like the *Harvard Business Review* and *McKinsey & Company*, with a **fraction of the investment in time, money, and resources**.

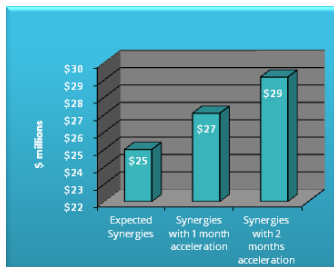
This unique offering **distills years of experience** gained working with some of most successful serial acquirers on **hundreds of deals** into **practical, actionable methodologies** that enables your team to **leapfrog the learning curve, reduce risk, avoid pitfalls** and **accelerate deal value**.

Each session is **packed with best practices** and **proven value-based methodologies** presented in the context of **real world examples** and **interactive exercises** that your team can **immediately utilize to achieve success**. In addition, each workstream is provided with a **rich set of content** specific to their role that includes the **activities critical to each phase of the integration** and a roadmap that enables them to **avoid common issues and pitfalls** that erode deal value, result in the loss of valuable talent, and leave your customers vulnerable to the competition.

Your team members will **leave the master camp fully equipped** to develop and execute comprehensive integration plans that produce **consistently successful outcomes**.

M&A Integration Mastercamp Topics Include

- End-to-End Value-Driver Methodology™
- Protecting the Core Business
- Governance Models That Promote Speed and Accountability
- Successful Integration Design and Execution
- Sales Fast Starts
- Break-out Sessions for 12 Functional Workstreams
- Running an Efficient IMO
- Scorecards and Executive Reporting
- Best-in-Class Tools to Promote Visibility and Accountability
- Retention of Learnings and Continuous Improvement



The Value of Acceleration

For each \$25 million in annual synergies, the value of a one month acceleration is over \$2 million. For two months acceleration, it's over \$4 million. The cost of a one-day slip is over \$60,000!

Golden Gate Consultants

Golden Gate Consultants, based in San Jose, CA, was formed in January 2009 with a mission of enabling acquirers to rapidly operationalize M&A best practices to accelerate realization of deal value, reduce deal risk, and drive quality and consistency in M&A execution. Major clients include a Fortune-100 PC manufacturer, a Fortune-200 ecommerce company, and a Global-200 agribusiness company.

Eric Fleischman



Eric Fleischman, President of Golden Gate consultants, is an internationally recognized expert in M&A best practices with over 15 years experience transforming M&A processes of world-class acquirers to highly successful value driver based methodologies. He has held leadership positions in IBM's Global Business Services M&A practice, directed a two-year alliance with Ernst & Young's Transaction Integration Practice, and served as Vice President of Valchemy's M&A Professional Services team.

Eric is the founder of IBM M&A Accelerator (formerly Valchemy), the leading application for M&A execution that is deployed globally by many of the world's leading acquirers and credited as a critical enabler of IBM's inorganic growth strategy.

Eric has worked on over 100 successful deals ranging in size from \$5m to \$28b deal value and has advised a wide range of Fortune 500 companies including two Fortune 10 world class acquirers. His M&A experience spans the agribusiness, banking, ecommerce, healthcare, semiconductor, software, technology, and telecommunications sectors.