



Mergers and Acquisitions

The phrase **Mergers and Acquisitions** (abbreviated M&A) refers to the aspect of corporate strategy, corporate finance and management dealing with buying, selling and combining different companies that can aid, finance, or help a growing company in a given industry grow rapidly without having to create another business entity.

Andrew Sherman wrote an excellent book on mergers and acquisitions called *Mergers and Acquisitions from A to Z* (2006) and in the introduction he says the following:

“In business there is one simple rule; grow or die. Companies on a growth path will take away market share from competitors, create economic profits and provide returns to shareholders. Those that do not grow tend to stagnate, lose customers and market share, and destroy shareholder value. Mergers and acquisitions play a critical role in both sides of this cycle – enabling strong companies to grow faster than competition and providing entrepreneurs rewards for their efforts and ensuring weaker companies are quickly swallowed, or worse, made irrelevant through exclusions and ongoing share erosion.

Mergers and acquisitions are a vital part of a healthy economy and importantly, the most crucial way for companies to provide returns to owners and investors. This fact, combined with the potential for considerable returns, make acquisitions a highly attractive way for entrepreneurs and owners to capitalise on the value created in a company.

Successful mergers and acquisitions are neither an art nor a science, but a process. With merger and acquisition activity continuing to grow at rapid rates, entrepreneurs and venture capitalists continuing to form new entities and pursue new market opportunities, it is critical to have a firm grasp on the key drivers and inhibitors of any potential deal. With so much money involved, it is essential to understand how to maximise price and valuation goals while ensuring the transaction is successfully consummated.”

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Bizmod has various project experiences in the implementation of Mergers and Acquisitions. This is particularly around the transition phase where the people and assets from the acquired company are integrated into the new entity. They assist in effective design and management of the implementation process, particularly around how such changes will transform the existing workforce.

Their service offerings for Mergers and Acquisitions include:

- Project office set up
- Project scoping and sequencing
- Project reporting to top management
- Change Management
- Internal capacitating
- Communication
- HR integration

Bizmod Consulting is a modern company that believes in flexibility, balance and collaboration. They specialise in services relating to:

- Business and Process Analyses
- Project Management
- Change Management

Bizmod Consulting is particularly well versed at designing and implementing solutions that are customised to meet a client's specific needs. The Bizmodian team work on a basis of trust and value creation and aim at building sustainable, long lasting relationships with their clients.

Bizmodian relationships are characterised by a project based approach, solution customisation, product independence, delivery focus and quality.

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