How Will You Determine the Best M&A Software Solution for Your Company?

Unleash M&A Value. Faster.

M&A PARTNERS

The Practitioner's Viewpoint
M&A Software Evaluation^{SM}

If your company strategy includes mergers, acquisitions or divestitures (MA&D), you know about the importance of building internal MA&D capabilities. But what about M&A software as a part of those internal capabilities?

While the benefits and results of effective use of M&A software is clear, **the challenges of selecting, deploying and using M&A software can be extremely time consuming and fraught with risks.**

THE BENEFITS OF M&A SOFTWARE

Companies using M&A software solutions report the following benefits over manual processes:

- 71% increase in the pace of integration

- 65% improvement in minimizing value erosion

- 55% increase in ability to consistently capture cost synergy objectives

- Plus: increased consistency, visibility, accountability, collaboration and resource utilization from automating M&A processes and tasks via purpose-built software solutions

Source: M&A Partners, The State of M&A Integration Effectiveness™ Survey

CONSIDER:

- The M&A software solutions landscape is rapidly changing with new vendors emerging, and existing vendors aggressively pursuing new features and functionality that may or may not match your objectives and requirements.

- While many vendors claim to have full end-to-end M&A lifecycle functionality, the reality is that the proverbial "killer solution" does not yet exist in the M&A software sector and for each mature feature set, others are still at "beta" or in the earliest stages of customer adoption.

- Confusion reigns. Even the vendors admit that the most frequent outcome from a demo is a confused buyer. Multiply that exponentially for each additional vendor your company considers.

- Finally, there is the challenge of getting your solution used consistently and effectively once deployed in your company.

EVALUATION METHODOLOGY

The Practitioner's Viewpoint M&A Software Evaluation℠ from M&A Partners provides a cost-effective, expert-driven analysis that focuses on end-user's practical needs and requirements across the M&A lifecycle – not on vendor claims and sales pitches.

As M&A practitioners, we've consulted on hundreds of M&A assignments over the last 20 years – across all major industry segments – and from transactions as small as a few million dollars in enterprise value to over $40 billion. Our expert team has deployed and used all major third-party M&A software solutions and has extensive, live-deal field experience with these solutions to help your company select and deploy your preferred solution effectively.

Vendor, Platform and Technology

- Four categories including architecture, access/security, usability, and administration

- Approximately 30 specific criteria

Full M&A Life-cycle Support

- Three categories including strategy & targeting, due diligence & transaction, and integration

- Approximately 25 specific criteria

Practitioner Effectiveness

- Nine categories including work-plan management, collaboration/email, and issue management

- Approximately 60 specific criteria

OPTIONS INCLUDE:

- **Standard Software Evaluation Briefing.** Our existing report of four of the most popular M&A software solutions updated quarterly and presented during a 2-3 hour briefing session online or in-person.

- **Customized Capabilities & Readiness Assessment.** Based on your company's specific needs and objectives, typical components include:

  - **Current State Capabilities Review.** Key stakeholder interviews; process and playbook analysis; current or prior M&A software utilization experience; typical results, KPIs and lessons learned from previous deals.

  - **Software Use Case and Deployment Model.** Analysis and decision support to help determine replacement/cost savings and business case; alternative license/end-user scenarios; high-level deployment and roll-out planning to frame-out vendor bid requests.

  - **Custom Software Evaluation.** Our full or partial Practitioner's Viewpoint M&A Software Evaluation℠ applied to the specific solutions you would like an assessment of, combined with priority rankings and prospective end-user demo and survey feedback from your key M&A leaders, functional SMEs and power users.

A fully customizable, independent evaluation of industry leading third-party M&A purpose-built software solutions based on our expert M&A practitioner's viewpoint and field experience.

The Practitioner's Viewpoint M&A Software Evaluation℠ from M&A Partners gives you:

- Our collective field-level insights, experience and observations from live-deal usage of these specific software solutions.

- Assessments based on how you will actually use it – not on esoteric features and functionality you may never use or don't want.

- Ability to support your team in running a deal the way you need it to work in the real world.

- Proven best practices – what we would want the product to do if we were using it ourselves.

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CONTACT US TODAY TO SEE HOW WE CAN BECOME YOUR PARTNER FOR SUCCESS.

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