

# THE CLEAR VIEW

Leading Industry Perspectives



M&A LIFESTYLE GROWTH STRATEGY	KEY PRIORITY FOCUS	MANAGEMENT FOCUS	DELIVERY CAPABILITY
<p><b><u>High Growth with Line of business expansion</u></b></p> <ul style="list-style-type: none"> <li>▪ Aggressive acquisition strategy – multiple deals per year</li> <li>▪ Merger of equals</li> <li>▪ Out of market transactions</li> <li>▪ Line of business expansion</li> <li>▪ New products and services</li> </ul>	<ul style="list-style-type: none"> <li>▪ Discipline (PMO, governance)</li> <li>▪ Repeatability in process</li> <li>▪ Product consolidation</li> <li>▪ Maintain stand alone operations</li> <li>▪ Process/system evaluation and consolidation</li> </ul>	<ul style="list-style-type: none"> <li>▪ Market share</li> <li>▪ Build program for the long-term</li> <li>▪ Focus on repeatability</li> <li>▪ Force market efficiencies (products)</li> <li>▪ Maintain local footprint management</li> <li>▪ Reduce total operating cost (TCO) over time</li> </ul>	<p><b><u>Enterprise Wide Program Office</u></b></p> <ul style="list-style-type: none"> <li>▪ Executive governance</li> <li>▪ Dedicated core team</li> <li>▪ Active methodology</li> <li>▪ Standardized automated tools</li> </ul>
<p><b><u>Moderate Growth to Augment Current Portfolio</u></b></p> <ul style="list-style-type: none"> <li>▪ Acquisition of sizable in market share</li> <li>▪ In-market focus</li> <li>▪ Line of business extension</li> <li>▪ Limited line of business expansion</li> </ul>	<ul style="list-style-type: none"> <li>▪ Consolidate process/systems</li> <li>▪ Discipline (PMO, Methodology)</li> <li>▪ Product consolidation</li> <li>▪ Outsource considerations</li> <li>▪ Minimize event costs</li> </ul>	<ul style="list-style-type: none"> <li>▪ Remove excess infrastructure costs</li> <li>▪ Execute efficiently</li> <li>▪ Force market efficiencies (products)</li> <li>▪ Reduce TCO now</li> </ul>	<p><b><u>Integrated Consolidation PMO</u></b></p> <ul style="list-style-type: none"> <li>▪ Steering committee governance</li> <li>▪ Hybrid team (internal/external)</li> <li>▪ Methodology on the shelf</li> <li>▪ Tool selection by requirement</li> </ul>
<p><b><u>Opportunistic Growth</u></b></p> <ul style="list-style-type: none"> <li>▪ Acquisition of small in market share</li> <li>▪ In-market focus</li> <li>▪ Line of business extension</li> </ul>	<ul style="list-style-type: none"> <li>▪ Consolidate products</li> <li>▪ Consolidate process/systems</li> <li>▪ Minimize event costs</li> </ul>	<ul style="list-style-type: none"> <li>▪ Target of opportunities</li> <li>▪ Minimize customer impact</li> <li>▪ Remove excess infrastructure costs</li> <li>▪ Execute efficiently</li> </ul>	<p><b><u>Tactical Project</u></b></p> <ul style="list-style-type: none"> <li>▪ Spreadsheet governance</li> <li>▪ Mixed project team (reassigned staff, professional assistance, vendors)</li> <li>▪ Methodology on the fly</li> <li>▪ Limited tool orientation</li> </ul>