



## TRANSACTION SOLUTIONS

*Don't rely on a crystal ball to predict transaction success*

### COMPREHENSIVE TRANSACTION SOLUTIONS

A successful merger, acquisition or joint venture can catapult you into new markets, neutralize a competitor, and dramatically improve shareholder value. Yet with unfortunate frequency, transactions fail to meet expectations. The reasons are numerous. Due diligence is rushed and data is overlooked; integration is oversimplified; reporting and compliance demands are underestimated. Too often these and other oversights force strategic buyers and investors to rely on wishful thinking and a crystal ball to predict transaction success.

At MorganFranklin we believe the keys to transaction success rely on the ability to develop a clearer picture of the value drivers and integration risks earlier in the deal life cycle; something that is often lost in the race to close.

MorganFranklin is your single source for due diligence and post-merger integration support. We have the power to combine finance and accounting, operations and management, and technology expertise to anticipate and eliminate the barriers that prevent transactions from achieving their full potential. And our proven project management discipline ensures that the tightest deadlines are met. Our clients can expect to:

- Make swift go/no-go decisions saving time and money
- Reduce financial, operational and IT risks
- Meet internal and external reporting deadlines
- Identify, capture and maintain integration synergies
- Manage change to minimize business disruptions

### A BROADER VIEW BRINGS GREATER VALUE

Most due diligence efforts focus on financial, legal and tax analysis. But identification of operational, IT and other integration challenges earlier in the deal cycle can make the difference between success and failure. To support due diligence and integration efforts, MorganFranklin's cross-functional experts in treasury, operations, facilities and IT give you a more complete and actionable picture of deal risks and opportunities. The benefits include:

- Focus on highest return integration objectives
- Reduce operational costs without impacting quality
- Identify and retain talent in roles that matter most
- Make best use of management time and energy
- Avoid unnecessary disruptions to daily operations
- Capture and deploy best practices across the business

### *Understanding Your Challenges:*

- Competitive markets demand swift decisions.
- Due diligence rarely provides operational insight.
- Loss of talent makes it hard to hit transaction goals.
- Tight reporting and compliance deadlines must be met.
- Underestimated integration challenges cost time and money.
- Business disruptions must be minimized.
- There must be accountability for delivering synergies.

*“We were planning for a significant equity transaction that could have been a major distraction. Timelines were tight and we needed a self-directed team that could jump in to deliver the technical know-how and experience required to address critical accounting and reporting matters. MorganFranklin delivered a rare combination of skill, energy and confidence that enabled us to power through this important transaction.”*

David Kaminsky  
Sr. Vice President and CFO, USIS

## SERVICES

### Transaction readiness

- Assessment of strategy
- Valuation modeling
- Financial, operational and IT due diligence
- Transaction structuring, negotiation and contract assistance
- Transaction closing compliance requirements

### Integration planning

- Technology and process flows
- Resource evaluation and requirements analysis
- Financial and regulatory reporting compliance

### Post-merger integration

- Project management leadership
- Finance and accounting integration
- Systems integration and consolidation
- Operational rationalization execution
- Post-transaction performance health checks
- Reconciliation of purchase price disputes and accounting issues
- Liaison with auditors, management and stakeholders

## CHOOSE MORGANFRANKLIN

MorganFranklin is a single source for all financial, management and technology support with a proven track record leading time sensitive and technically intense initiatives. We bring together individuals with government contracting, operations and Big 4 experience including an average of 20 years experience at manager and higher staff levels. Our teams carry certifications and degrees such as CPA, CIA, CISA, MBA and PMP, just to name a few. Our ability to tap diverse expertise in-house allows us to proactively manage your requirements and quickly address issues that could impact your compliance, efficiency or profitability. Count on MorganFranklin to bring extensive experience, diverse perspectives, determination and competitive rates to meet all of your financial and information technology needs.