

Product Profile

Merger & Acquisition Support

What Makes Up Align FSC's Merger & Acquisition Support?

The complications associated with mergers and acquisitions can be immense. Whether it involves an entire financial institution or a new business line, in-market or out-of-footprint, legacy systems or new technology, the issues and potential pitfalls are numerous.

Align FSC has assisted many clients to successfully assess, structure and implement successful mergers and acquisitions.

Align FSC professionals have extensive practical experience in merger and acquisition planning which includes identifying suitable target companies, developing strategic direction for newly consolidated institutions and addressing tactical issues to optimize operations just to name a few.

Key Management Issues

We can help you address critical issues that are frequently overlooked; such as:

- How do the customer bases of the consolidating institutions differ? What market segments should be targeted?
- How should the combined product line be rationalized and configured to address the needs of the highest priority customer segments?
- What new opportunity does the market footprint of the merged institution present? Which branches should be closed, which ones should remain open, are there any markets that will be underserved, and what will be the financial impact of the reconfiguration? What changes will be required to the electronic delivery systems?
- How can the technologies and operations of the merged institutions be optimized?
- What are the anticipated impacts of the consolidation on the people of the company? How should the executive team communicate with the staff to effectively offset any potential negative effects associated with the change?

What Is The Align FSC Engagement Process & Deliverables?

In these engagements, Align FSC analyzes the current environment of both institutions and formulates a business strategy to identify their strengths and weaknesses, identify potential risks and set direction for the merged company.

Focus areas typically include:

- Due diligence
- Market analysis
- Organizational design
- Backroom operations
- Legal / regulatory
- Information systems
- Delivery systems
- Product line
- Branding & marketing planning & execution
- Internal & external communications
- Financial impact
- Change management

The resulting plan encompasses a recommended marketing and communications strategy for the new organization along with comprehensive product line, delivery system, technology and communication plans.

Our capabilities to support you do not end there. Our professionals have significant experience helping organizations to execute the consolidation plans -- handling every aspect of the integration including resource allocation, project management, logistics management, system conversions and customer communications.

What Are The Benefits To You?

Given the depth of our experience, Align FSC consultants will provide you with the insights and the expert manpower that enable your management team to move forward to build a strong consolidated organization.

A series of "Quick Hits" and longer term recommendations can provide a direction for required changes to systems, workflow inefficiencies, relationship building, training, communication, process workflows and marketing collateral materials/tools. Overall, Align FSC will provide you with the means to improve the effectiveness and efficiency of your new organization and enable your personnel to focus on building deep and lasting relationships with your customers.