

## MERGER, ACQUISITION, & INTEGRATION SERVICES

Unlocking Speed  
to Value

Creating value from M&A and post-merger integration depends on making the right strategic decisions and proactively improving the business portfolio over time. At Lean Focus, we're not your everyday career consultants—we're hands-on practitioners that have held top leadership positions in world-class companies. We have global experience, an enterprise-wide focus, and a diverse industry background. We use a hands-on approach to execute side-by-side with the shop-floor all the way to the C-suite. We possess the due-diligence, acquisition, and integration expertise required to deliver rapid value creation.

CLOSE FASTER & MINIMIZE  
ACQUISITION RISK

ACCELERATE INTEGRATION  
VALUE CREATION

MAXIMIZE PORTFOLIO  
EXIT VALUE



### GROWTH

- Pricing Realization
- Market Penetration
- Market Expansion
- Product Expansion
- Diversification
- Acquisition

### PROFIT

- Value Engineering
- Supplier Negotiations
- Direct Labor Reduction
- Indirect Labor Reduction
- Cost of Poor Quality
- Indirect Expense Reduction

### WORKING CAPITAL

- Inventory Reduction
- Receivables Reduction
- Payables Improvement
- Fixed Capital Efficiency

# UNLOCKING SPEED TO VALUE

## M&A OPERATING DILIGENCE

- Sell-Side Diligence Value Plan
- CIM Reviews
- Pre-LOI Buy-Side Assessment
- Post-LOI Operating Diligence
- Operations Due Diligence
- Commercial Due Diligence
- 100 Day Plan Development
- Talent Assessment

## POST-TRANSACTION VALUE CREATION

- Performance Improvement
- Kaizen Event Execution
- Implementation Projects
- Interim Management
- Executive Recruitment
- 100 Day Plan Execution
- Integration Support
- Business System Development

### PROJECT SCOPE

A publicly-traded industrial seeking to acquire two highly-engineered flow control manufacturing companies with a combined revenue of \$350M. Lean Focus was retained to provide Operations and Commercial Due Diligence consulting support to qualify and quantify EBITDA and working capital improvement opportunities that existed in the businesses.

### OUR APPROACH

- Site consolidation analysis
- Labor synergies
- Fixed cost synergies
- Risk assessment (against investment thesis)
- Lean maturity assessment
- Digital Sales synergies
- Materials synergies

### RESULTS DELIVERED

Lean Focus identified \$3.6M in EBITDA savings as well as 30,000 sq. ft space reduction

## BUSINESSES WE'VE PARTNERED WITH

A "who's who" of global leaders in every industry, our clients include some of the world's most respected brands and several members of the Fortune 1000.



## INDUSTRY EXPERIENCE

- Aerospace
- Automotive
- Consumer Brands
- Distribution
- Industrial
- Materials
- Medical Devices
- Packaging
- Private Equity
- Professional Services
- Technology

“ I WOULD RECOMMEND LEAN FOCUS 100%. BUT YOU HAVE TO BE VERY COMMITTED TO THE LEAN TRANSFORMATION PROCESS TO GET GREAT RESULTS.”

RALPH MANNING  
Chief Executive Officer, Coltala Holdings

