Category

Consulting

Post-Merger Integration Consulting Playbook

Delivering integration consulting that captures synergies without destroying the value the deal was meant to acquire

- Practitioner
- Advanced
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Overview

A framework for post-merger integration consulting engagements that balances synergy capture speed against genuine value preservation — culture, key talent, customer relationships — since over-aggressive integration can destroy more value than slow integration fails to capture.

Isn't faster integration always better for capturing deal value?

Not universally — speed matters for cost synergies, but integration moving faster than the acquired company's culture, key talent, and customer relationships can absorb often destroys more value than it captures, which is exactly the trade-off this playbook is built to

navigate.

How do you know how fast is too fast for a specific deal?

It depends heavily on what the deal's value thesis actually depends on — a deal valued primarily for cost synergies can integrate faster than one valued primarily for the acquired company's distinct capability or culture, which this playbook's framework addresses directly.

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