

eg merger and acquisition services

Many of eg's senior personnel come from the banking industry, and for that reason, the firm has had a lot of experience with mergers and acquisitions. eg also has strong experience in the areas of joint ventures and development of strategic relationships. eg can assist clients with investigation of market linkages, technological linkages, product linkages, and intangible linkages such as shared know-how and resources, similar value chain configuration, and similar strategies. eg's expertise in valuation, combined with its deep experience in organizational structures and in achieving cost reductions and efficiencies, enable the firm to do an unparalleled job of assessing the economic rationale for a merger or acquisition. And eg can do an exceptional job of assisting the client team with negotiations and due diligence. eg can help you with the identification and retention of essential human resources—an often overlooked but key determinant of M&A success or failure. A particularly strong aspect of eg's M&A consulting is our expertise in operational and IT consolidation, which helps companies to make M&A pay for itself in a timely manner. We help to show you how the combined whole can be greater than its parts.

“One thing I've learned from the 400+ mergers and acquisitions that I've been involved in during my business career is that retaining key human resources is a *sine qua non* of successful M&A. Most due diligence processes and transition plans don't pay sufficient attention to this vital concern.”

—John Hutto, President and CEO, the effectiveness group

