

# 100%

## IS OUR CLIENTS' SUCCESS RATE.

*"Unique Business Solutions' acquisition and integration process provided our organization with a model to train our Integration Managers and increase our efficiencies.*

*We searched for a third party representative to help improve our processes and Unique Business Solutions exceeded our expectations.*

*Unique Business Solutions made a point to thoroughly review our current procedures and incorporate them into new processes... making the transition to the new process a smooth one.*

*The results are a more efficient process to ensure continued consistency and productivity for our organization and all employees involved in future integrations."*

**– Vice President-Corporate & Business Development,  
\$1 billion Global Identification Solutions Organization  
in the Manufacturing Industry**

*"We wanted a consistent acquisition and integration process that was dependent upon the integration process rather than the people.*

*Unique Business Solutions provided us with a new process and integration tools that allow employees to efficiently and effectively integrate our acquisitions. The ROI has been great."*

**– President & COO-Supply Chain Management,  
\$3.5 million Global Manufacturer in the  
Food & Beverage Industry**

## M&A Success!

*"Unique Business Solutions helped our company formalize its acquisition integration process and created a reference guide for new Integration Managers. Their expertise in acquisition integrations and experience creating tools for integration teams allowed us to scope out the project accurately and make progress quickly.*

*Throughout the project, Unique Business Solutions was responsive and available when needed, and consistently met project deadlines.*

*In the end, our 'Integration Manager's Field Guide' was a success – it provides valuable tools and templates to the people who need them, and was completed ahead of schedule and on budget."*

**– Human Resources Director, \$1 billion Global Identification Solutions Organization in the Manufacturing Industry**

### About Us:

Unique Business Solutions is a strategic business advising firm that partners with high performing organizations on issues of strategy, people and customers to maximize productivity and profitability.

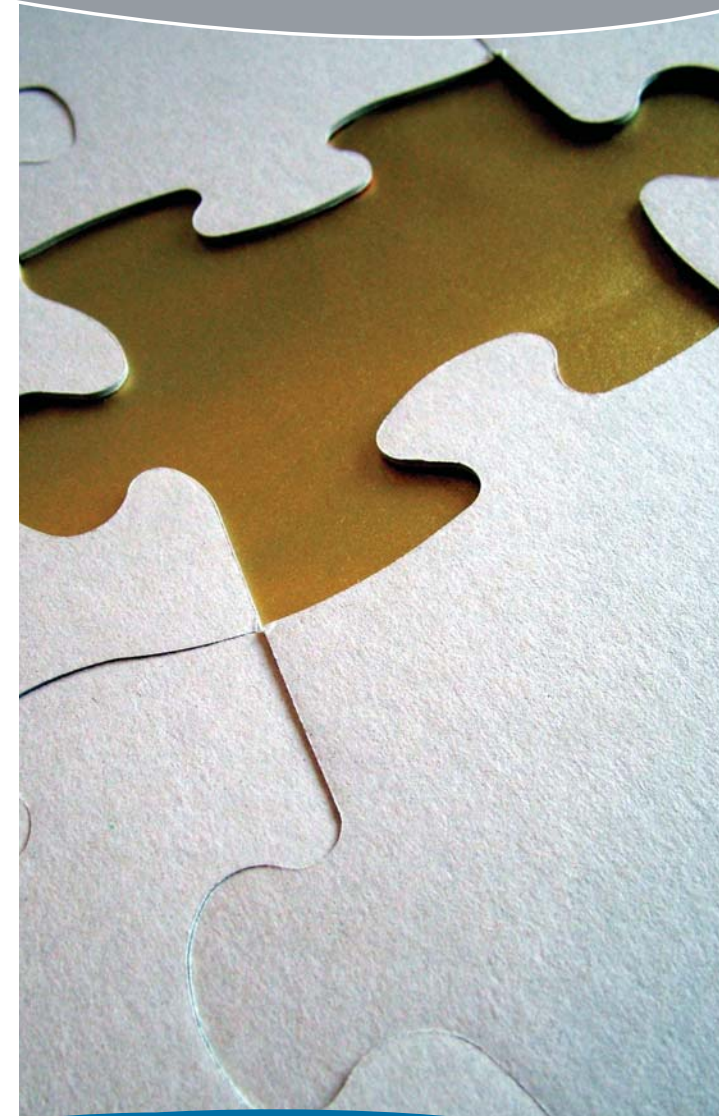


**UNIQUE BUSINESS  
SOLUTIONS, LLC**

*Performance. Beyond Your Expectations.*

**Call (920) 434-1062 ext. 302 or (414) 698-6747  
or visit [www.unique-solutionsinc.com](http://www.unique-solutionsinc.com)  
to see how we can be a guide for your  
acquisition and integration.**

**Only 25%**  
of acquisition integrations accomplish  
their business objectives.



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# Ensuring a 100% Successful Acquisition Integration

1. What amount of time and money have you spent trying to meet your integration objectives?
2. How important is it to have a comprehensive plan (from due diligence through integration) for your acquisition and integration process?
3. Do you use your acquisition and integration process to build leaders within your organization?



## Facts

- ◆ Only 25% of acquisition integrations accomplish their business objectives.
- ◆ A structured acquisition integration increases the likelihood of success by more than 80%.
- ◆ 60% of those involved with acquisition integrations said the overwhelming reason for failure is poor integration planning and follow through.
- ◆ Increasing acquisition integration synergy by one month achieves more than \$7 million in additional value.\*



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## What We Offer

Unique Business Solutions' personalized process is designed to work with you and your organization from letter of intent through integration and lessons learned. Our acquisition and integration process streamlines all elements of your acquisition integration strategy. This process limits the risk in time, money, frustration and talent that you put into your acquisition and integration so you can maximize your profitability.



Our process serves as your guide for achieving your integration objectives. You may have all of the resources to achieve success (prior integration experience, people, etc.), but without an experienced guide to help you know how to use all of your resources together (strategy, people, customers); it is difficult to achieve integration success.

## Benefits

- ◆ Eliminates gaps in decision-making and duplication of employees' efforts and time.
- ◆ Reduces deal cycle time and risk related to synergies of people and systems.
- ◆ Raises communication between people, departments and organizations.
- ◆ Creates culture alignment, integration success, lessons learned and leadership development.
- ◆ Saves money by achieving your integration objectives in a faster and more efficient manner.

\*Based on a deal where organization forecasts NPV of \$125 million in synergies within 3 years.

