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**SUMMIT VIDEO SUMMARY:**

# **Avoiding Valuation Surprises and Accounting for M&A Transactions**

**M&A Virtual Summit**

[www.masience.com](http://www.masience.com)

# KEY TAKE-AWAYS:

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- 1 M&A by itself is NOT a strategy**
- 2 All members of the deal team (including third parties)**  
must have clear strategic alignment
- 3 Strategic alignment helps focus, streamline and simplify**  
overall effort throughout the lifecycle of a deal
- 4 Corporate Development has to be tied to the decision makers**  
on the executive level and must have a seat at the executive table
- 5 Strategy cannot be siloed**
- 6 Strong alignment and communication across all leaders**  
**and work functions greatly aids integration**
- 7 Understanding strategy helps get to your desired result**  
by establishing focus on what is important -even as the deal team  
grows and time marches on

# KEY TAKE-AWAYS:

8

**When sourcing deals, Corporate Development should own the potential target list**

9

**Early on when building your list, establish a strategic**

filtering process to remove emotions from the process and “cut out noise”

10

**Corporate Development can keep things focused**

during integration by leveraging weekly integration steering calls; this keeps the deal rationale in mind

11

**Defining deal success is an industry challenge;**

again, it relates back to strategy



**Watch Video Here**

<https://dealroom.net/webinars/aligning-strategy-with-your-m-a-process>