

# THE 5 KEY FACTORS for a Successful M&A

## LEADERSHIP & MANAGEMENT:

Strong leadership is essential for building a strategic plan and vision for the company's future.

## TECHNOLOGY:

Involve IT early in the due diligence planning process to ensure proper fit and allow for planning a successful integration.

## PROCESS:

Map and analyze current processes to improve, streamline and roll-out a single optimized process.

## TALENT & CULTURE:

Define the culture you want from the beginning, that fits in with the new company's shared vision and strategic goals.

## BUSINESS DEVELOPMENT:

Implement a company wide business development plan that focuses on key growth and profitability drivers.

Workflow automation technology can accelerate your company to achieve greater efficiency and productivity when you consider People, Processes, and Technology as an integrated solution.

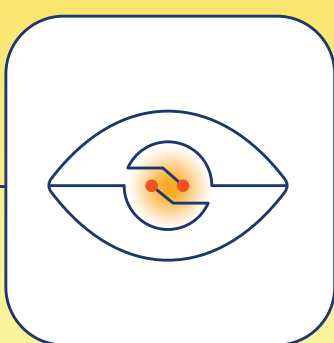
## THE POWER OF XCM™

XCM™ automates processes by facilitating task completion, project management and schedule adherence, while providing a three-dimensional view of corporate procedures and accountability within and across departments.

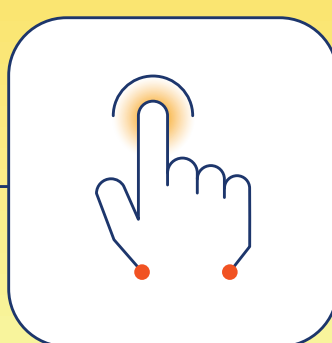
Ability to look across departments to determine the status of projects with respect to timing and budget.

Empowerment to identify departmental bottlenecks and implementing process efficiencies

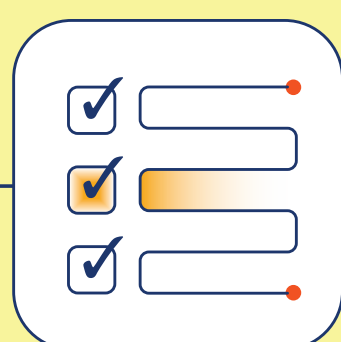
### Visibility



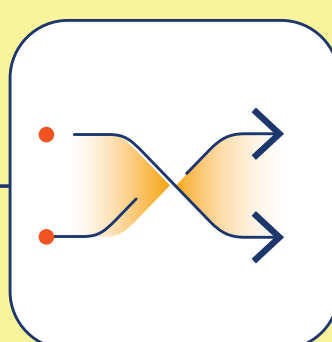
### Control



## XCM™ PRODUCTIVITY ENABLEMENT QUAD



### Accountability



### Flexibility

A real-time "single-source" of the truth for every assignment, status, task and deadline.

The ability to enact continuous process improvements while increasing efficiency.

**CLICK HERE** to learn more about  
XCM™ Corporate Solutions.