



Chad Stacey

Program Director, Mergers & Acquisitions Executives Council
The Conference Board

Chad Stacey is a co-founder and partner of boutique firm Impact Point Co, with 15+ years of experience in providing professional services to clients from middle market through to Fortune 100 companies. His experience includes project management office (PMO) leadership, merger integration, transformation, cost-take out, and working capital optimization.

Chad's recent experience includes:

- IMO leader for the integration of a project engineer (PE)-owned industrial supplier with a manufacturer (piping solutions), including synergy execution and tracking of key initiatives (head count reduction, facility consolidation, procurement, and nonlabor spend).
- Supported synergy identification, planning, and tracking of \$35M+ in cost synergies, relating to the acquisition of a \$400M revenue consumer products business.
- Reviewed the existing PMO and provided enhancements for process improvement for the transformation/cost take-out initiatives of a PE-owned global power solutions business. Identified further opportunities focusing on labor cost reduction, shared services center consolidation, footprint reduction, professional services, and travel & expense reduction.
- Supported a \$2B revenue gaming business in acquiring and integrating five (5) tuck-in acquisitions over an 18-month duration.
- Integration management office (IMO) leader for a combination of two telco businesses. Assisted with identifying over \$16M in synergies, with 50% within the first six months, focusing on labor, sourcing satellite capacity, and facility consolidation.

- IMO leader for the combination of two legal industry SaaS businesses, focusing on identifying synergies (\$10M+) and supporting the management team to plan and execute the savings. Developed a lender report and provided tools to track integration and synergy execution progress.
- Led the assessment and operations diligence for a buy-side PE portfolio company pursuing a carve-out of a financial services business unit from a large global bank. Identified \$15M in potential synergies primarily through efficiency optimization, consolidation of systems and facilities consolidation.

Chad was previously within Alvarez and Marsal's Private Equity Performance Improvement group, and started his career at EY, focusing on transaction services. He earned a bachelor's degree in commerce from Curtin University in Western Australia, has a graduate diploma in applied finance, and is a qualified chartered accountant (ICA - Australia & NZ).