2020
Merger Integration
CONFERENCE
M&A in Turbulent Times
Building Organizations Where Everyone

November 5–6, 2020
Westin New York at Times Square
New York, NY

In collaboration with:
McKinsey & Company

Special Team Pricing:
Many companies are sending their entire team to take advantage of this unique training and development opportunity!
See the registration page for more details.

www.conferenceboard.org/mergerintegration
Conference Agenda

Day One:  
Thursday, November 5, 2020

8:15 – 9:00 am  Registration and Breakfast

9:00 – 9:45 am  Session A
Welcome and Industry Perspectives on the 2020 Deal Market
In a slowing economy with low inflation, active M&A and portfolio management is even more critical for companies to drive transformation and meet growth targets. We will hear about the global deal market and learn how attendees’ companies line up against current deal trends.

9:45 – 11:00 am  Session B
Keynote Executive Perspective
A senior executive will outline a recent transaction and share successful strategies and key learnings from the integration. We will hear about when the integration team became involved in due diligence, how strategy drove planning, what planning occurred between announcement and close, and how the company measured success.

11:00 – 11:15 am  Networking Break

11:15 am – 12:15 pm  Session C
Best Practices Panel
We will have an open conversation with a group of veteran integration executives on how they have approached M&A in turbulent times: where they were successful and what they learned the hard way. This will be an interactive session where the panel will answer audience questions while sharing lessons learned and stories from the front line of their times as integration leaders.

12:15 – 1:15 pm  Networking Lunch

1:15 – 2:15 pm  Session D
Communications in M&A
We frequently hear the adage “communicate, communicate, communicate”. How are leading companies developing and executing the right communications plans for each deal, both internally to employees and externally to customers, suppliers, and shareholders? How are audiences differentiated and how do they benefit from well-structured repeatable communications policies and processes? We will hear from an industry leader who will give us an overview of her communications playbook.

2:15 – 3:15 pm  Session E
Integrating Two Industry Titans
Mergers of strong-performing players present the unique challenge of needing to develop a “new” operating model. What is the deal rationale and strategic intent of combining two industry-leading companies? Who will lead and what culture will he or she instill? How will the new operating model be implemented? We will hear from an integration leader who led the integration of two big industry players to create one of the largest companies in its industry.

3:15 – 3:30 pm  Networking Break

3:30 – 4:30 pm  Session F
How to Leverage Integration to Set Up the Foundations for a Digital Future
Technology transformation has become a major driver for better customer experience and improved operational efficiency; acquisitions can be great opportunity to kick off such a transformation. We will hear from an IT executive who led parallel transactions that established cornerstone programs, which now serve as the foundation of the organization. These transactions were also used to launch transformative efforts around cloud, data and agile delivery.

Unlocking Synergies Through Digital Transformation
After stabilizing your company post-close, significant opportunity exists to transform your systems and processes to accelerate and augment your value capture and streamline your operations. We will hear from a senior executive who digitally transformed her organization through technology to jump start synergy capture and unlock efficiencies across functions.

4:45 – 6:00 pm  Cocktails, Office Hours and Tools
Attendees have the opportunity to hold one-on-one discussions with experienced senior executives and integration experts to get input on specific challenges they are facing. You may want to use this time to enjoy a cocktail, network with other attendees and visit booths of companies displaying their integration tools and technology.

For sponsorship opportunities, please contact michael.felden@conferenceboard.org
Day Two:
Friday, November 6, 2020

8:00 – 8:30 am
Continental Breakfast

8:30 – 9:30 am
Session G
How to Leverage an Integration to Accelerate Transformation
Companies are often already going through a business transformation when they decide to make a significant acquisition. This requires building on both efforts and to make the right calls to achieve the ultimate strategic goals: business and operational alignment to investing in growth opportunities. We will hear from an integration expert who led the integration of two companies undergoing independent transformations and how they were leveraged to achieve success.

Graham Corneck, VP Strategy and Integration, Campbell’s Soup Company (New York)

9:30 - 10:30 am
Session H
Successful Divestitures in a Challenging Economic Environment
New strategies, business conditions, or regulatory requirements may call for rebalancing your corporate portfolio. We will hear from a company that has successfully managed a recent divestiture as part of its M&A activity. We will hear how critical due diligence is on one’s own operations and how to limit transition services as quickly as possible.

10:30 – 10:45 am
Networking Break

10:45 – 11:45 am
Session I
Aligning the Top Team for a Successful Integration
Ensuring that senior executives are engaged is critical as they are balancing their day-to-day responsibilities with the success of the integration. We will look at how to effectively lead an integration by aligning key leadership and get some pointers on how to keep all the parts moving effectively.

Building an In-House Integration Machine
What are the internal capabilities that you need to successfully manage an integration? Along with the strong integration leader, what are the specific capabilities that will enable a deal to meet or potentially exceed its objectives? We will look at how serial acquirers staff integrations from the IMO to functional workstreams as well as how infrequent acquirers build, maintain and refresh skills for teams that are pulled from functional and operational areas to support the integration.

11:45 am – 12:15 pm
Final Thoughts and Recap of M&A in Turbulent Times
Discuss key themes and recap lessons learned over the course of the conference.

12:15 pm
End of conference
REGISTRATION INFORMATION

Online  www.conferenceboard.org/mergerintegration

Email  customer.service@conferenceboard.org

Phone  212.339.0345
       8:30 am – 5:30 pm ET, Monday – Friday

Conference Pricing:
November 5-6, 2020, Westin New York at Times Square, New York City

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Fees do not include hotel accommodations.

Team Discounts per Person
Many companies are sending their entire team to take advantage of this unique training and development opportunity!

- For a team of three or more registering from the same company at the same time, take $300 off each person’s registration.
- For a team of eight or more registering from the same company at the same time, enjoy a $1,795 registration fee per person. One discount per registration. Multiple discounts may not be combined.

Location

Conference
Westin New York at Times Square
270 West 43rd Street
New York, NY 10036
Tel: 212.201.2700

Hotel Cut-Off Date: TBD

Cancellation Policy
Full refund until three weeks before the meeting. $500 administration fee up to two weeks before the meeting. No refund after two weeks before the meeting. Confirmed registrants who fail to attend and do not cancel prior to the meeting will be charged the entire registration fee.