2020 Merger Integration CONFERENCE
M&A in Turbulent Times

New York Conference
May 7–8, 2020
Westin New York at Times Square
New York, NY

San Francisco Pre-Conference
HR M&A Lab
June 10, 2020 - San Francisco

San Francisco Conference
June 11–12, 2020
Francis
San Francisco, CA

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
Pre-Conference San Francisco

HR M&A Lab
Wednesday, June 10, 2020
Westin St. Francis
San Francisco, CA
9 am – 5 pm

At this one-day interactive seminar, experienced HR M&A practitioners will share case studies and best practices for increasing success.

Who Should Attend
This conference is designed especially for executives and business leaders involved in any of the following areas related to M&A activities:

- Integration
- Corporate Development
- Corporate Strategy
- Human Resources
- Executive Compensation
- Employee Engagement
- Change & Transformation

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.

Steve Phelps, CEO, NASCAR (New York)

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.

Nathalie Benzing, SVP Business Transformation, Trax Retail and Member of Board of Directors, Miradore
David Le, Vice President, Lyft

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.

Katelin Jabbari, Senior Director, Google

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.

Jim Jordano, Vice President, Integration Management Office, L3Harris

Agenda

Day One:
Thursday, May 7, 2020 – New York
Thursday, June 11, 2020 – San Francisco

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.

Oliver Engert, Senior Partner, McKinsey & Company

For sponsorship opportunities, please contact michael.felden@conferenceboard.org
3:15 – 3:30 pm  
Networking Break

3:30 – 4:45 pm  
Session F  
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.

Office Hours:  
Nathalie Benzing, SVP Business Transformation, Trax Retail and Member of Board of Directors, Miradore  
Steve Kaufman, Senior Lecturer, Harvard Business School, Former Chairman & Chief Executive Officer, Arrow Electronics  
Bill Kozy, Member, Board of Directors, The Cooper Companies and LivaNova, Former COO BD  
Chris Kreidler, Member, Board of Directors, P.F. Chang’s and Former CFO, Sysco Foods  
Phillip Pratt, Director, Acquisition Integration, Corning Incorporated (NY)

Day Two:  
Friday, May 8, 2020 – New York  
Friday, June 12, 2020 – San Francisco

8:00 – 8:30 am  
Continental Breakfast

8:30 – 9:30 am  
Session G  
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.

9:30 - 10:30 am  
Session H  
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.

Simon Robinson, President APAC and International CFO, Discovery (New York)

10:30 – 10:45 am  
Networking Break

10:45 – 11:45 am  
Session I  
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.

Chris Evans, Acquisition Integration Director, Amazon (San Francisco)

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.

Bill Kozy, Member, Board of Directors, The Cooper Companies and LivaNova, Former COO BD  
Chris Kreidler, Member, Board of Directors, P.F. Chang’s and Former CFO, Sysco Foods

12:15 pm  
End of conference

www.conferenceboard.org/mergerintegration
REGISTRATION INFORMATION

Online  www.conferenceboard.org/mergerintegration
Email   customer.service@conferenceboard.org
Phone   212.339.0345
         8:30am –5:30pm ET, Monday – Friday

Conference Pricing:
May 7-8, 2020, Westin New York at Times Square, New York City

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June 11-12, 2020, Westin St. Francis, San Francisco, CA

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Pre-Conference HR M&A Lab Pricing:
June 10, 2020, Westin St. Francis, San Francisco, CA

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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 – New York
Conference
Westin New York at Times Square
270 West 43rd Street
New York, NY 10036
Tel: 212.201.2700
Hotel Cut-Off Date: April 4, 2020

Location – San Francisco
Conference and Pre-Conference HR M&A Lab
Westin St. Francis
335 Powell St.
San Francisco, CA 94102
Tel: 415.397.7000
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.