



The 2010

Post Merger Integration Conference



May 20–21, 2010
InterContinental The Barclay New York

June 29–30, 2010
JW Marriott San Francisco Union Square, San Francisco, CA

Sponsored by:

McKinsey&Company

Newspaper headlines are pointing in one direction:

“Big Merger Deals Signal Restored Confidence”

“Deals are back – at least up to a point. But will they stay sensible?”

Confidence grows as the dampening effects of the financial crisis on M&A have started to ease. Strategic dealmakers are encouraged as the credit markets have shown definite signs of improvement. But what will characterize the next wave of mergers and how prepared are you to meet the growing expectations of shareholders on delivering on M&A's promised value?



Thursday, May 20, 2010 – *New York*

Tuesday, June 29, 2010 – *San Francisco*

Registration & Continental Breakfast 8–8:45 am

Welcome and Introductions 8:45–9 am

Managing the Merger is Not Enough

A 9–10 am

In the next wave of M&A, simply putting companies together without disrupting business as usual will not create maximum value. Acquirers who outperform over time will open the aperture on value, looking beyond conventional synergies and asking the question, “When we own this asset, what are all the ways we could create value with it?” They will strike the right balance between traditional “combinational” activities and “transformational” activities that radically change targeted functions, processes, or business units to create substantial additional value.

Clay Deutsch, Director, **McKinsey & Company, Inc.**

Rob Rosiello, Director, **McKinsey & Company, Inc.**

Value Creation through M&A Portfolio Management

B 10–11 am

M&A is an essential strategy for growth and transformation. Deal decisions are being driven to achieve multiple objectives but are often made with a one size fits all approach. Balancing the trade offs between objectives can be difficult. Applying portfolio management techniques allows selecting and prioritizing deals that will maximize both financial and strategic objectives.

Moni Miyashita, Vice President, M&A Strategy, Investments & Relationships,
IBM Corporation

Growth-Focused Integration:

The Sales Force as a Value Creation Engine

C 11:15 am–12:15 pm

The business case for value creation in many mergers turns on maintaining historical revenue growth while achieving account synergies and cross-selling products to customers. These aspirations make the newly combined sales force critical to merger success. But in many industries and merger types, integrating sales operations ranks among the hardest

Call Customer Service at 212 339 0345

parts of a merger to execute. The hidden value of many mergers lies in transforming the sales force and building a sales organization that is truly more than the sum of the two merging organizations.

New York and San Francisco

Pat Belotti, Sales Acquisition Integration, **Cisco Systems Inc.**

New York

Sharon Ruddock, Group Vice President, Corporate Development Go to Market, **SAP**

Luncheon: 12:15–1:30 pm

Choose D1 or D2: 1:30–2:30 pm

The Program Management Office – It's Not Just About Process Anymore

D1 1:30–2:30 pm

A value adding PMO remains an essential component of the integration success. During this session the panelists will discuss how one can maximize the essential elements of an effective PMO while sharing insights around setting up and running a winning PMO including the scope, staffing and the appropriate resources to commit. In doing so we will share how you can quickly move to a “business as usual” environment by using the PMO as a driving force.

New York

Diane Schofield, Vice President Integration, **UnitedHealthCare**

Scott Burghoff, Vice President Integration, **UnitedHealthCare**

Janine Buis, Director, Integration and Transition Services, Corporate Development Unit, **Nokia**

San Francisco

Jill Schultze-Evans, Vice President Integration, **UnitedHealthCare**

Hit the Ground Running: The First 90 Days of Post-Merger Integration

D2 1:30–2:30 pm

The frenzy of activity that follows a merger announcement is very often overwhelming, to say the least. In order to ensure a smooth transition, the first 90 days are critical in the ways that the organization works together and the strategies are in place to obtain the long-term inherent value that a merger will provide. During this session the panel will demonstrate how to be prepared to address the issues and challenges that will arise with a coordinated response to help obtain the merger-related gains quickly and to build an early period of enthusiasm surrounding the transition.

New York and San Francisco

Kevin Newman, Director, Integration Management, **Microsoft Corporation**

New York

Gary Rosenthal, Senior Vice President, Global Human Health Finance, **Merck & Co., Inc.**

San Francisco

Cathy Muggee, Integration Manager, 3M Corporate Development, **3M Company**

Choose E1 or E2: 2:45–3:45 pm

Accelerating Integration Capabilities

E1 2:45–3:45 pm

Investing time in capability building may seem an unaffordable luxury when merging companies are struggling to integrate and maintain their business momentum. Yet building capabilities is vital to capturing long-term value from the deal—and it does not automatically come with experience. Successful acquirers make a deliberate investment in understanding where their capability gaps are and tailor a learning program that equips them to both manage integration more effectively and capitalize on the merger to build experience and knowledge that will strengthen their organization for the future.

Victoria Saunders, Senior Director, Healthcare Post Merger Integration, **Philips Electronics**

New Trends in Antitrust Oversight of Mergers

E2 2:45–3:45 pm

At a time of heightened skepticism about business, the challenges facing antitrust counselors have never been greater. Please join us for focused session on how best to respond to current and likely future trends in antitrust law and policy. Attendees will learn about:

- Regulatory and enforcement priorities of the Obama administration
- Which industries will be targeted
- Increasing coordination of international antitrust enforcement
- Key decisions and trends in cases before the courts and the Federal Trade Commission
- Major government enforcement initiatives and how recommendations will be implemented

New York

Kenneth L. Glazer, Partner, **K&L Gates**, former Deputy Director of the Bureau of Competition, **Federal Trade Commission**

Marc Brotman, Vice President and Chief Antitrust Counsel, **Pfizer**

San Francisco

Ramona Emerson, Partner, **K&L Gates LLP**

Value Driven Metrics and Performance Tracking

F 4–5 pm

What metrics do you track and how do you manage the challenge of getting good data in the new environment? How long after a deal is closed do you keep track of merger performance and what kinds of tools are out there to help? What “leading” indicators do you use to measure success? We will investigate these and similar questions during this presentation.

New York and San Francisco

Andy Voss, Director, **Microsoft Corporation**

New York

Kenneth Monson, Senior Director, Global Strategy and Integration, **Kraft Foods**

Networking Cocktail Reception: 5–6 pm

Hosted by: **McKinsey&Company**

Call Customer Service at 212 339 0345

Friday, May 21, 2010 – *New York*

Wednesday, June 30, 2010 – *San Francisco*

Continental Breakfast 8–9 am

A Practical Approach to Culture in Mergers: Applying Interventions to Ease Cultural Alignment

G 9–10 am

Executives know instinctively that corporate culture matters in capturing value from M&A. Last year we explored how taking a practical approach to culture—combining diagnostic tools and a focus on management processes—makes it tangible and actionable. This method helps merging companies see where their cultures do and do not align, often before integration formally begins. In this session we'll share a real example of two companies assessing their cultural compatibility, making the necessary interventions, and launching a cultural transformation program.

Oliver Engert, Director, **McKinsey & Company, Inc.**

Retaining Top Talent and Maintaining Employee Engagement During the Integration

H 10–11 am

How do you overcome the obstacles and barriers that impede sustainable change? Today's global organizations are already grappling with an increasingly dispersed workforce, ranging from telecommuters to branch employees to sales and support teams working remotely. If you add the additional stress and uncertainty of a merger, how clearly you communicate and incent your employees from the outset will determine your success or failure. This session will address a range of internal challenges and strategies to retain and engage a newly integrated workforce that will meet the demands of the new organization.

J. Roberto Evaristo, Ph.D., Knowledge Management Program Office, **3M Company**

The Realities of Globalization—Cross Border People Challenges

I 11:15 am–12:15 pm

Globalization has drastically altered the goals and thinking of leading companies, and has put investing in alternative markets front and center. With heightened competition for acquisition targets and accountability for investment outcomes, there is increasing pressure to master the host of unusual challenges that comes with working in unfamiliar markets. This session will discuss the key challenges that executives face when fully integrating businesses and cultures across the world, and provide some real life examples of how they have managed to build new organizations—despite geographic and cultural differences.

Adjournment: 12:15 pm

The 2010 Post Merger Integration Conference

May 20–21, 2010

InterContinental The Barclay New York

June 29–30, 2010

JW Marriott San Francisco Union Square, San Francisco, CA

Registration Information

Online

www.conference-board.org/postmerger2

Email

customer.service@conference-board.org

Phone

212 339 0345

8:30 am to 5:30 pm ET Monday through Friday

Conference

Dates: May 20–21, 2010 (B18010-2)

Location: InterContinental The Barclay New York
New York, NY

Dates: June 29–30, 2010 (B17010-2)

Location: JW Marriott San Francisco
Union Square,
San Francisco, CA

Registration Fees

Payable in advance in U.S. dollars

Associates \$2,195

Non-Associates \$2,495

Hotel Accommodations

Fees do not include hotel accommodations. For discounted reservations, contact the hotel directly no later than the cut-off date and mention The Conference Board Post Merger Integration Conference.

Hotel Discount Cut-off Dates:

Wednesday, April 28, 2010

Monday, June 7, 2010

InterContinental The Barclay New York

111 East 48th St
New York, NY 10017-1297
(212) 755-5900

JW Marriott San Francisco Union Square

500 Post Street
(Corner of Post and Mason)
San Francisco, CA 94102
Tel 415 771 8600

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.

Team Discounts per person

For a team of three or more registering *from the same company at the same time*, take \$300 off each person's registration.

One discount per registration. Multiple discounts may not be combined.



Recycled
Supporting responsible use
of forest resources
www.fsc.org Cert no. SGS-COC-003568
© 1996 Forest Stewardship Council



Printed and bound by Sheridan Printing Co., Inc., Alpha, New Jersey, an FSC-certified printer. This brochure is printed on Mohawk Via paper, which is 100% post-consumer waste fiber, manufactured with wind power, and is process chlorine free. The paper is certified by Green Seal and SmartWood for Forest Stewardship Council standards. No films or film-processing chemicals were used in the printing of this brochure.

The Conference Board® and the torch logo are registered trademarks of The Conference Board, Inc. Program subject to change. April 2010