Merger Integration
CONFERENCE

Setting your Course – Building your M&A Capabilities for the Next Wave

VIRTUAL EVENT
September 30 – October 01, 2021

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MERGER INTEGRATION
Setting Your Course – Building Your M&A Capabilities for the Next Wave

DAY ONE
September 30, 2021

11:00 am – 11:30 am ET  Session A
Welcome and Industry Perspectives
In this unique period for the global economy, active M&A and portfolio management is even more critical 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, Co-Leader of Global M&A Practice, McKinsey & Company

11:30 am – 11:35 am ET  Break

11:35 am – 12:05 pm ET  Session B
Executing on Your Portfolio Strategy
M&A is an effective avenue to accelerate strategy and refocus the organization on core business. Portfolio strategy execution is a multi-faceted process requiring executive alignment and swift execution capabilities.

We will hear about best practices to conduct portfolio reviews, accelerate core business growth with M&A and how to run multiple transactions in parallel.

Marcello Agosti, Global Head of Business Development, Takeda

12:05 pm – 12:20 pm ET  Break

12:20 pm – 12:50 pm ET  Session C
Best Practices Panel
An open conversation with a group of veteran integration executives will provide insights into how they have approached M&A during the pandemic: where they were successful and what they learned. This will be an interactive session in which the panel will answer audience questions while sharing lessons learned and stories from the frontline of their times as integration leaders.

Steve Kaufman, Senior Lecturer of Business Administration, Harvard Business School and Director, Seek Thermal
James McLetchie, SVP, Integration, Aveva
Phil Pratt, Director, M&A Center, Corning

12:50 pm – 12:55 pm ET  Break

12:55 pm – 1:25 pm ET  Session D
Tech “AcquiHires”
M&A-driven talent acquisition - or AcquiHire - has become a recurring theme in tech-driven industries. These talent-focused integrations have learnings that could apply to further integrations across many industries.

We will hear about best practices to increase talent retention and engagement.

Justin Smith, Director, Corporate Development - Integration, Google

1:25 pm – 1:30 pm ET  Break

1:30 pm – 2:00 pm ET  Session E
Private Equity Panel
Main Private Equity Firms have made acquisitions a core driver for growth and scale, often through accelerated add-ons integration.

We will hear from a panel of Private Equity practitioners on lessons learned from going through fast M&A-driven growth and how this can apply to non-sponsored situations.

Mark Ellis, CEO, Liftoff
Gerard Van Spaendonck, Managing Director, JLL Partners

2:00 pm – 3:00 pm ET
Office Hours with Integration Council Members
Participants can meet virtually with our integration experts and executives one-on-one for individual discussions and real-time problem solving on their specific integration challenges.

Steve Kaufman, Senior Lecturer of Business Administration, Harvard Business School and Director, Seek Thermal
James McLetchie, SVP, Integration, Aveva
Phil Pratt, Director, M&A Center, Corning
Justin Smith, Director, Corporate Development - Integration, Google

DAY TWO
October 1, 2021

11:00 am – 11:05 am ET
Welcome to Day 2

11:05 am – 11:35 am ET  Session F
Executing Buy-side Carve-outs
Carve-outs are notably complex due to entanglements. When on the buy-side, this is reinforced by an asymmetrical level of information.

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We will learn about best practices on how to run the end-to-end process, from TSA management to stranded costs impact.

Suzanne Ellis, Vice President, Integration Management Office, GSK

11:35 pm – 11:40 pm ET  Break

11:40 am – 12:10 pm ET  Session G  Managing Culture in an Integration

Defining and implementing the new culture is critical to the success of a transformative mergers and acquisitions. Yet not addressing properly culture is one of the most common causes for the failure of an integration.

We will hear what is meant by culture and how to measure and address it with rigor in an integration. This will be illustrated by real case examples from our speaker’s experience.

Rebecca Kaetzler, Partner, McKinsey & Company

12:10 pm – 12:25 pm ET  Break

12:25 pm – 12:55 pm ET  Session H  Conducting Cross-Border M&A

Inorganic growth can come from many different areas, including adjacent industries and cross-border expansion.

We will hear from a senior executive who led their company’s growth by expanding internationally and will discuss the rigors of integrating across borders during a virtual time.

12:55 pm – 1:00 pm ET  Break

1:00 pm – 1:30 pm ET  Session I  Building an In-House Integration Machine

What are the internal capabilities that you need to successfully manage an integration? Along with a 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, Acquisitions Integration Director, Amazon.com

1:30 – 1:40 pm ET  Final Thoughts and Takeaways

Alex Liu, Partner, McKinsey & Company