

# STEPS IN THE M&A PROCESS

Mergers and acquisitions can be an extensive and sometimes difficult process to navigate. Follow these 10 steps to stay on the right path.



**1 IDENTIFY AND NEGOTIATE WITH TARGETS**



**2 EXECUTION OF LETTER OF INTENT AND MERGER ANNOUNCEMENT (INTERNAL AND EXTERNAL)**



**3 STAFF SELECTION AND NOTIFICATION**

**4 PRODUCT, VENDOR AND TECHNOLOGY ASSESSMENTS AND DETERMINATION**

**5 VENDOR CONTRACT NEGOTIATIONS**



**6 SHAREHOLDER AND REGULATORY APPROVAL**

**7 MERGER SETTLEMENT (LEGAL DAY ONE)**



**8 CUSTOMER WELCOME KIT CREATION (MARKETING AND REGULATORY REQUIRED NOTICES)**

**9 DATA MAPPING, VALIDATION AND TESTING**



**10 CONVERSION WEEKEND**