



## FINANCIAL SERVICES INDUSTRY

# M&A READINESS ASSESSMENT

Rapidly assessing buy-side or sell-side M&A readiness

**67%** of executives and advisors are finding scrutiny of deal processes has increased. Resulting in longer deals processes, wider disparities in valuations between buyer and seller and greater requirements from buyers for information. Better preparation of your sales process or acquisition approach is key to ensure success.

### What A&M will bring



Buy-side M&A  
Playbook



Vendor Due  
Diligence  
Preparation  
Guidelines



Value Creation  
Framework & Post  
Deal Effectiveness  
Assessment



M&A  
Preparedness  
Functional  
Diagnostic



A&M Next Gen  
Operating Model



Pre-defined  
Information  
Request Lists

### Why A&M?

With over 8,500 professionals in 65+ offices globally, A&M provides seamless, quality, cross-border services. As the largest global transaction advisory and tax practice with no audit based conflicts outside the Big Four, the A&M difference lies in our senior led teams and a flexible and tailored hands-on approach. We build local relationships that can deploy global resources as needed for any M&A transaction.



### Key Metrics



**Buyers who have experienced lengthened deal processes**



**Sellers who attribute extended DD as primary reason for extended sales process**



**Sell-side Execs who in hindsight would have conducted business unit reviews in advance of a sales process**

**6 to 9**

**Average number of months from deal conception to signing**

## Outcome

A&M's M&A Readiness Assessment exercise will leave you with:



### 1. M&A Readiness Assessment

Providing an independent assessment of your organisations' preparedness for a deals process.



### 2. Red Flag Report

Identification of business issues that could impede the speed and success of a potential transaction process and/or impact value achieved.



### 3. Tailored Action Plan

Providing actionable recommendations to improve your organisations' M&A process, covering the transaction process itself as well as operational, technology and financial solutions that can be pursued.



### 4. Executive team equipped to deliver a successful M&A process

An independent review of M&A readiness and identification of areas to improve means your team will finish the exercise empowered to take decisive action towards future M&A.

## KEY CONTACTS



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## ABOUT ALVAREZ & MARSAL

Companies, investors and government entities around the world turn to Alvarez & Marsal (A&M) for leadership, action and results. Privately held since its founding in 1983, A&M is a leading global professional services firm that provides advisory, business performance improvement and turnaround management services. When conventional approaches are not enough to create transformation and drive change, clients seek our deep expertise and ability to deliver practical solutions to their unique problems.

With over 8,500 people providing services across six continents, we deliver tangible results for corporates, boards, private equity firms, law firms and government agencies facing complex challenges. Our senior leaders, and their teams, leverage A&M's restructuring heritage to help companies act decisively, catapult growth and accelerate results. We are experienced operators, world-class consultants, former regulators and industry authorities with a shared commitment to telling clients what's really needed for turning change into a strategic business asset, managing risk and unlocking value at every stage of growth.

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