



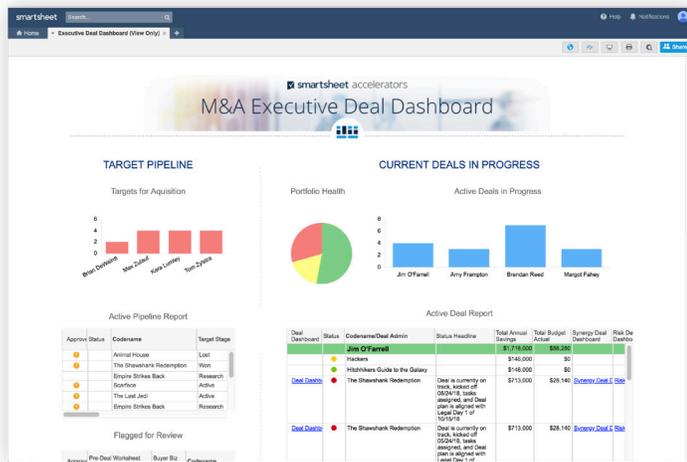
# Smartsheet Accelerator **for Mergers & Acquisitions (M&A)**

Several studies put the failure rates of mergers and acquisitions at over 60%. Often the failures are a result of insufficient rigor during due diligence, resulting in imperfect match of candidates to organization's strategic purpose. Also contributing to the high failure rate are missed communication and delays in the integration process that adversely affects morale, retention and acquisition cost.

Source: [McKinsey M&A Report](#)

# Smartsheet Accelerator for M&A

## Overview



The Smartsheet Accelerator for M&A provides instant business value and solves business challenges fast with proven solutions that enable corporate development leaders to accelerate deal closure and optimize integration processes by providing a single source of truth that's easily adopted by all stakeholders.



### A Single Source of Truth

Provide a single point deal closure and integration process alignment with internal and external M&A stakeholders to promote collaboration, reduce time to deal closure, improve integration success, and accelerate M&A ROI.



### Enhance M&A Portfolio Management Transparency

The Smartsheet Accelerator for M&A gives stakeholders better transparency into the deal closure and integration processes, thus reducing extended deal closure periods and unmet integration process expectations which can lead to M&A failures.



### Deploy M&A with Confidence

Rapidly deliver full end-to-end portfolio management of deal closure through to integration workstreams at scale with the Smartsheet Accelerator for M&A. This includes reporting and dashboards for immediate insights, global updates for ongoing program changes and program archiving.

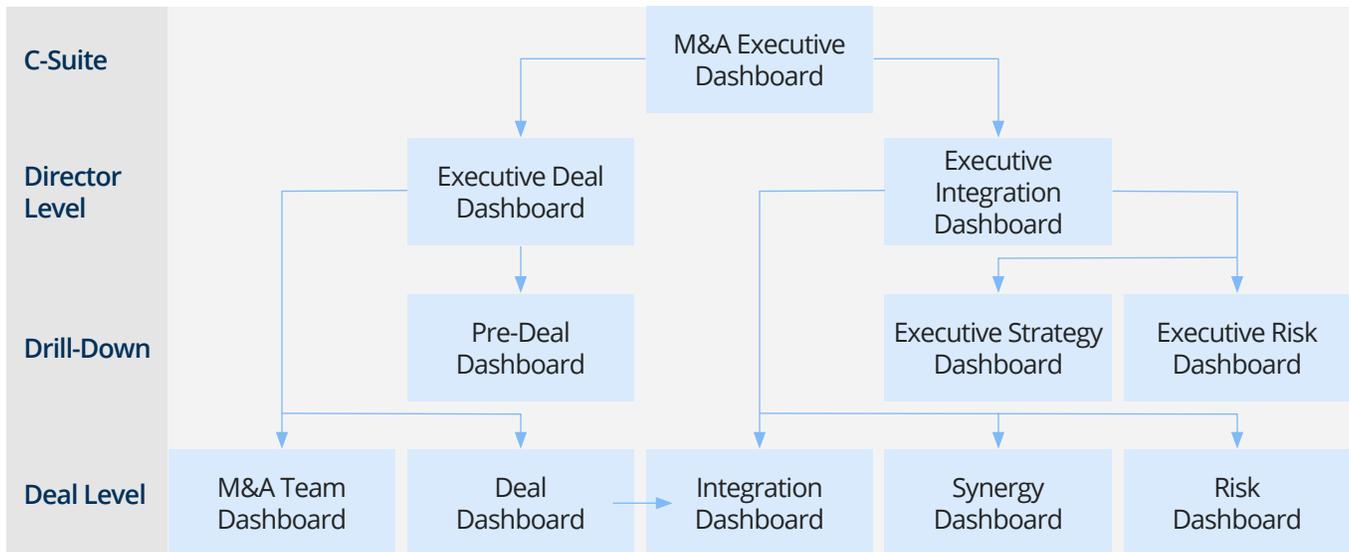
# Smartsheet Accelerator for M&A

## Success and Key Capabilities

### Deliver Consistency Across Lifecycle of M&A Projects & Processes



### M&A Solution Executive View



### M&A Solution Operational View

Mergers & Acquisitions Components Checklist				
Mergers & Acquisitions Phases	Intake Forms	Sheets	Reports	Dashboards
Target	✓	✓	✓	✗
Pre-Deal	✓	✓	✓	✓
Deal	✓	✓	✓	✓
Integration	✓	✓	✓	✓

# Smartsheet Accelerator for M&A

## Success and Key Capabilities

*"This (Smartsheet for M&A) allows us to hit our CEOs committed 'stretch' goals for acquisitions."*

Ryan McLaughlin, Senior Manager, Strategy & Optimization, Sunoco LP



**Target Management** — Manage hundreds of prospective deals prior to assigning to pre-deal owners for analysis and approval.



**Pre-Deal & Workflow** — Further evaluate prospective deals by collaborating with key stakeholders, managing research documents, and tracking discussions. Final process entails approving deals for next stage of due diligence. System capabilities include full audit tracking and a secure environment for managing user accessibility.



**Deal Management** — At this stage, you'll have the tools you need to manage due diligence, the definitive agreement, regulatory filings, synergy assessment, and risk mitigation. The results from this process provide critical data for the integrations stage.



**Integration Workflow** — After deal closure, the Smartsheet Accelerator for M&A enables you to manage up to a dozen workstreams, giving each operational area their own tracking, task assignments, and visibility into the integration workflow.