

Managing Through the Dynamics of an Acquisition

Challenge:

- The merger of two global consumer package goods companies.
- The acquired company had a 100 year legacy.
- Acquisition process had a 12 month window impacting 10,000 employees.

Signuum Solution:

Chris Pett created a customized workshop and toolkit that was delivered globally to help managers across the organization manage through the business and organizational restructuring. Onsite training and one on one coaching was provided to the Latin America and Asia/Pacific leadership teams who were facing significant changes as they prepared to be absorbed into the acquirer's larger global operations and structures.

Outcome:

- No significant losses of high potential leaders and key talent.
- Acquired company delivered strong business results in the fiscal year preceding/after the close of the deal.
- Provided a platform for the managing of ongoing change and leadership transitions that evolved over the next 12 months of integration work.

CASE STUDY

Client Industry:

Consumer Package Goods

Operational Scope:

Global Operations

Services Supported:

- Marketing and Brand Management
- Supply Chain
- Sales
- Business Services

TO LEARN MORE

about how we can help you manage through the complexities of a merger or acquisition, please contact us:

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