



Lunch & Learn II:
**M&A Integration:
It's More Than a
System Conversion**

BankDirector.

#A0BA23

Mikelle Brady

Profit Resources Inc.

Mike Holt

Profit Resources Inc.

Bank Director.

ACQUIRE OR
BE
ACQUIRED

Exploring Your Growth Options

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M&A Integration: It's More than a System Conversion

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Focusing an Integration



M&A Strategy



Governance Structure



Vendor Partner Review



Resource Allocation



Process & Gap Analysis



Internal & External Communication



HR & Training



Conversion



Follow-up



M&A STRATEGY



Overarching Strategy

All banks should have an overarching strategy for M&A



Business Practices and Objectives



Playbook

Governance Structure

Clearly define all roles

- Project Lead
- Steering Committee
- SMEs
- Acquiree
- Acquirer



Vendor Partner Review



Cost



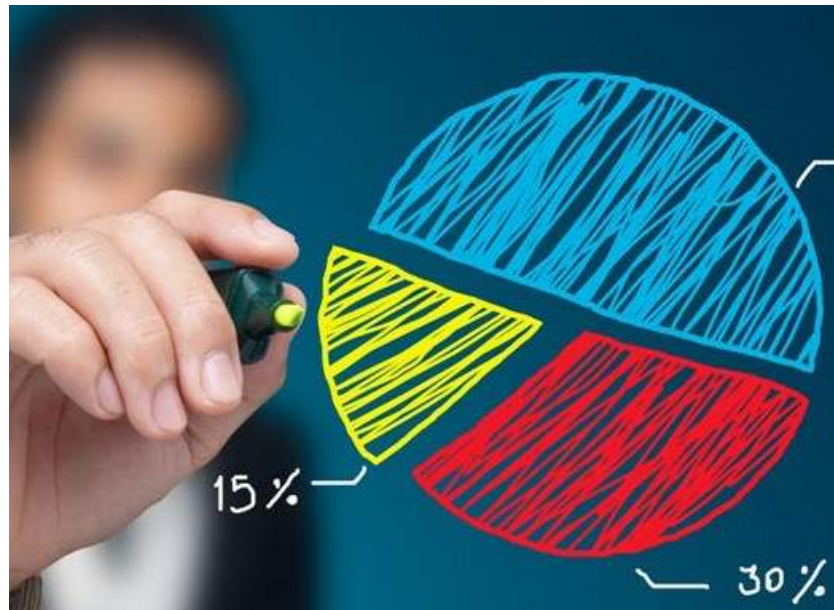
Functionality



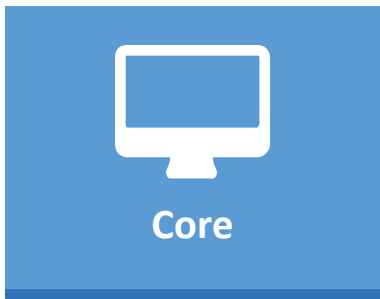
Contract




Growth Potential



Vendor Partner Review





Resourc
e

Allocati



Acquiree and Acquirer
Dedicate project resources



Vendors as resources
But remember, they have their own priorities



Leaders + SMEs = Project Team

on

Process and Gap Analysis



Internal & External Communication



Overcommunicate



**Share with Both
Financial Institutions**

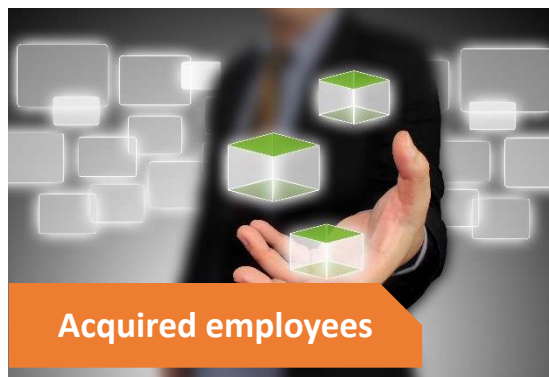


**Staff Up in
Contact Center**



**Streamline
Communication to
Steering Committee
and BOD**

HR & Training



Conversion Activities



SMEs from the acquired institution must be involved and present.

Follow-up

Conversion is not the end!





Questions



PROFIT RESOURCES INCORPORATED

Mikelle Brady / Mike Holt



ProfitResources.com



mbrady@profitresources.com
mholt@profitresources.com



800.576.2374