



Join us as we Mastermind the "M&A Event of the Year"
and the M&A industry's future in 2021 and beyond...

M&A Summit 2021

By MergerWare

Date: Oct 21, 2021

Time: 8:00 am CDT - 11:40 am CDT

In Association With



Event Schedule

TIME	SESSION DETAILS
8:00 am - 8:10 am	Opening Remarks by MergerWare
8:10 am - 9:10 am	Cross Border Post-Merger Integration
9:10 am - 9:20 am	Break
9:20 am - 10:20 am	Identifying and Mitigating Culture Risk in M&A
10:20 am - 10:30 am	Break
10:30 am - 11:30 am	M&A and Digitalization
11:30 am - 11:40 am	Vote of Thanks by MergerWare

PANEL I (8 AM CDT – 9:10 AM CDT)

“Cross Border Post Merger Integration”

Globally there is a rise in almost every sector in cross border mergers & acquisitions. Having said that, it is also important to recognise the PMI challenges involved in cross-border transactions.

The Panel will focus on key areas as below but not limited to the list:

- How to plan, prepare and execute post-merger integration
- Channelling via the political and regulatory environment
- Speed of Integration
- Creating a cultural synergy between the two organisations
- Dissolving the outsider fear

Moderator



Nitin Kumar

Chairman & Chief Executive
Officer
Ligi

Nitin Kumar's professional story unfolds in the Silicon Valley, the epicenter of innovation, disruption and opportunities. A seasoned C-level operating executive and former management consulting Partner with over 24 years of global experience in the TMT sectors.

He has experienced all types of M&A e.g., consolidation plays, adjacency moves, technology tuck-ins, new business model transitions, acqui-hires, hostile takeovers, distressed M&A and activist offense.

Nitin has added value to over 1,000 M&A deals in his career across M&A Strategy, Due Diligence, M&A Integration and Divestitures with deal values ranging from \$100 million to \$100 billion across 77 countries in 6 continents.

He is considered a thought leader, author and pioneer of new approaches into M&A and has won several global awards for innovation such as M&A Wargaming, Customer Due Diligence, Hostile Takeovers, Modern M&A Integration etc.

He has authored three books and over 100 articles on M&A and Strategy. Nitin is also a Certified M&A Advisor, a Chartered M&A Professional, a Certified Due Diligence Professional, a Certified M&A Specialist and a Certified Post Merger Integration Professional.

He is well versed with new-economy deals around SaaS, IoT, Open Source, OTT, Payment Tech, Blockchain, AI, Autonomous Driving, AR/VR, Platforms and Drones apart from classic old-economy M&A in Technology, Media and Telecom sectors.

PANELISTS



Gregg Albert

Managing Director,
Corporate Strategy
and M&A

Accenture

Gregg Albert is a Managing Director in Accenture Strategy and a leader in Global M&A practice. He has worked on 125+ transactions in 35 countries across multiple industries. Prior to joining Accenture Strategy, Gregg worked for a Pure Play consulting firm in their global M&A Practice, DuPont's Global M&A team and started his professional career at Kleiner Perkins. Mr. Albert has served as Senior Adjunct Professor of M&A Finance at Drexel University. Gregg holds an M.Phil in Philosophy from Oxford University (UK). He also holds an MBA in Finance and a B.S. in Physics from the University of California, Berkeley.



Jeff Desroches

Vice President, Strategy &
Corporate Development

VAT Group

Jeff Desroches is Vice President, Strategy & Corporate Development at VAT Group - the leading global vacuum valve company. He has been managing mergers & acquisitions and other inorganic growth initiatives for almost 15 years, primarily focused on the semiconductor, industrial manufacturing, and life science markets. Before VAT, Jeff held Corporate Development roles with Atlas Copco, Avantor and Entegris. He began his career as a process engineer for Intel and he has graduate degrees in engineering and business.

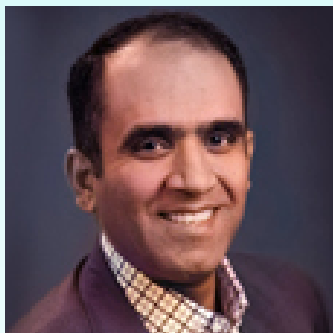


Jim Buckley

Vice President, Mergers and
Acquisitions Integration

VMware

Jim Buckley is the VP of Global M&A Integration at VMware. He leads a team of M&A professionals that create value during the integration process. Jim has led M&A integrations both global and domestic, large and small, and with big valuations and small valuations. He has led or participated in well over 100 transactions while working at Mentor Graphics, Microsoft, VMware and PayPal. He believes that M&A integration creates value post-close by driving an agile and communicative process in support of the specific deal's value drivers. Jim resides in Lake Tahoe and runs ultramarathons in his free time.



Rahul Puri

Global Head - Private Equity
& VC Practice

Netsuite | Oracle

Rahul Puri leads the Global Private Equity and Venture Capital Practice at NetSuite-Oracle. He founded the practice and over the last 8+ years his team has been involved in 550+ transactions with more than 50 carve outs. His team exclusively works with PE/VC, their investments and partners with them to help drive some of the technology value creation.

Since inception the PE/VC practice has grown 60%+ YoY. As a global leader he advises and works with private equity clients on technology with performance and back office synergies as the driving force to attain incremental EBITDA.

Mr.Puri has 20+ years of experience in various leadership roles ranging from Sales, operations, and strategy across international boundaries. Prior to joining NetSuite , Mr.Puri led various roles at ADP – from corporate strategy to being the founder of their Private Equity Practice. In prior roles he worked at Deloitte Consulting and PricewaterhouseCoopers advising clients across a broad range of industries.

Mr.Puri holds a BS in Electrical Engineering from Manipal Institute of Technology, India and an MBA from Iowa State University. He is a passionate golfer and resides in the N.Y. metro with his wife and two sons.



Rishabh Mishra

Vice President, Head of
Corporate Development
(M&A)

Infostretch

Rishabh Mishra is an award-winning growth, strategy, and corporate development professional with successful track record of developing and executing growth strategies across industries to yield significant equity value creation. Over the past two decades, Rishabh has led the origination, and execution of more than 25 cross border deals, across geographies and industries.

After 15 years of investment banking career, for the past 6 years Rishabh has been leading global corporate development function for some of the most prominent sponsor backed and listed IT services players in North America, Europe, and Asia.

In the current role at Infostretch Corporation, which is a Goldman Sachs and Everstone backed digital engineering services business, Rishabh is responsible for all aspects of cross border M&A transactions, including sourcing, negotiations, execution, and post-merger integration.

Panel II (9:20 AM CDT – 10:20 AM CDT)

“Identifying and Mitigating Culture Risk in M&A”

Culture is one of the most important factors leaders must face when integrating the workforce of a newly formed organization. In any M&A deal, cultural alignment is key to affecting the right organizational change. In this panel discussion, several experts will share ways to identify culture risks and enable cultural alignment to meet business objectives and further the deal strategy.

The Panel will focus on the Primary Key Areas as follows:

- What is cultural risk and how it is relevant in today's scenario for the organizations involved in an M&A process
- The way deal strategies influence the degree of cultural diligence conducted on a target company
- How to create an action plan to mitigate the adverse impact that Culture mis-fitment may have in the future

Moderator



Klint C. Kendrick
Chair
HR M&A Roundtable

Klint C. Kendrick Ph.D., SPHR is a sought-after expert on issues of people, leadership, and culture in M&A. He has worked on dozens of public and private mergers, acquisitions, joint ventures and divestitures, making him a respected authority in the field.

His presentations on the human side of M&A have been heard by HR and Corporate Development leaders at high-profile events sponsored by The Conference Board, Mercer, Willis Towers Watson, Thomson Reuters, Bloomberg BNA, and McKinsey.

Klint has recently published *The HR Practitioner's Guide to Mergers & Acquisitions Due Diligence*, which provides an approach to identifying, assessing, and mitigating the most vexing issues that arise in M&A.

Dr. Kendrick chairs the HR M&A Roundtable, a peer-learning forum for HR professionals working on M&As. Learn more about the roundtable at www.MandARoundtable.com.

PANELISTS



Elizabeth Bryant
M&A Transaction Leader,
COO & Partner for the US &
Canada M&A Business
Mercer

Elizabeth Bryant is a Partner with Mercer's M&A Advisory Services business and COO for the US&C M&A business. She has over 25 years' experience with a focus on leading complex transactions for both Corporate and Private Equity clients across the full life cycle of a transaction, in almost every industry.

Elizabeth has led many complex global projects, including full integration of one of the largest pharmaceutical mergers in history, integration of two of the largest wireless network operators, multiple divestitures for a Fortune 100 company, HR function operating model and integration for a large medical equipment merger, HR technology strategy, operating model design and stand-up for many carve-outs, deal thesis for PE firms, M&A corporate operating model design for a Fortune 500 information technology organization, and benefits integration strategy for one of the largest mergers in the retail industry.

In addition to her transaction experience, Elizabeth brings deep expertise in HR transformation, HR service delivery and HR technology, as well as talent selection, culture alignment and synergy capture. She also brings a strong program and financial discipline to all projects and teams.

Prior to joining Mercer, Elizabeth was an executive with IBM, leading their HR Operations and Technology services practice. Prior to IBM, Elizabeth was a Partner with PricewaterhouseCoopers Consulting, and held several leadership roles in their HR Transformation, HR Operations and Workforce Effectiveness practice areas, before being acquired by IBM.

Elizabeth has a Bachelors and Masters in Accounting from the University of Texas at Austin, and is a Certified Public Accountant (CPA).



Mark Walztoni

Managing Director, M&A HR
Due Diligence & Integration,
High-Stakes Change
Crowe

Mark Walztoni leads Crowe's Human Capital M&A practice. He helps early and middle-market acquirers and private equity firms identify and reduce talent, culture, and change risks during M&A transactions, turnarounds, and business transformations, in project leadership, interim resource, or advisory roles.

Mark has over 30 years of industry and consulting experience with deep expertise in human resources strategy, organizational culture, leadership effectiveness, and change management. His career includes global human capital leadership roles with American Express, Ernst & Young LLP, IGATE Capital and Thomson Reuters. He has also served entrepreneurs and private equity firms and their portfolio companies as a human capital advisor and venture partner.

He is a certified executive coach and speaks to organizations about M&A human capital due diligence and integration, organizational change, and culture clash. His education includes an advanced degree in Organizational Psychology from Columbia University and multiple certifications in leadership assessment and development.



Maureen Lowney

Global HR Deal Leader
Cisco

Maureen Lowney serves as a Global HR Deal Leader in Cisco's Mergers & Acquisition practice, a role that includes early deal planning, due diligence and negotiation, and leadership of the People/HR integration strategy. Working with other Cisco functional experts, she has HR oversight on individual acquisitions for bringing entire companies into the Cisco organization – including securing critical talent, aligning the organizational structure, compensation decisions, role alignment, and influence on culture and employee experience planning. Ms. Lowney has a broad business background, primarily with AT&T and Cisco Systems, focused specifically on HR M&A for 8+ years and leading deals totaling more than \$7B. Her global deal experience includes small start-ups through large enterprise corporations, both privately and publicly held. Throughout her career, her roles have included those in executive talent management, business development, strategy consulting, professional services, and marketing, with a consistent focus on transformational change management.



Rob Garber

Managing Director

Adeptus HR M&A Advisors

Rob Garber helps organizations build HR strategies that facilitate successful M&A transactions. With more than 15 years of diverse transaction experience, Rob has expertise in all phases of M&A from the initial preparation for a deal through due diligence and integration planning. His expertise is the result of work on more than 200 transactions including buy-side, sell-side and outsourcing deals. Rob's hallmark is his ability to assemble, coach and manage global teams with different levels of M&A know-how.

Naturally resourceful and adaptive, Rob uses those skills to modify HR strategies and tactics to fit the unique facts and circumstances of each transaction ensuring that the support provided by HR is efficient and effective. Recently, Rob has focused developing methodologies for managing the integration of cultures between buyers and target companies and on the development of M&A playbooks for HR teams. He has a passion for finding ways to simplify the most complex aspects of transactions.

After a 13+ year career as VP- HR M&A at Thomson Reuters, a \$6B business information services and news organization, Rob is excited to have established a consultancy—Adeptus HR M&A Advisors—where he helps clients manage transactions by leveraging his vast experience.

Prior to specializing in M&A, Rob held multiple positions as an HR business partner and employee benefits manager in consumer products and financial services organizations. He holds a BA in Economics from Fairfield University.



Susan Hanold
Vice President, Talent
Strategy and M&A -
**ADP Strategic Advisory
Services**

Susan Hanold is a talent strategy expert and thought leader with more than 20 years of results-based leadership experience as an executive coach and organization development expert. As a vice president in ADP's Strategic Advisory Services group, Susan collaborates with clients to build talent strategies that improve employee engagement, retention and drive organizational change.

Susan was selected as one of the "Top Women in HR Technology," by Recruiting Daily, nominated on the "Most Inclusive HR Influencer List," and received the Readership Award by *Training Industry Magazine*.

Susan created ADP's Diversity, Equity, and Inclusion (DE&I) Maturity Model that provides a snapshot of a company's current DE&I efforts while simultaneously achieving their business goals. Susan leads the Dallas HR Merger & Acquisition (M&A) Roundtable, a peer-learning forum for M&A professionals.

Prior to joining ADP in 2012, Susan served as vice president of organizational development with Bear Stearns, created the coaching model for YUM! Brands and served as a change management consultant at Accenture. She currently serves on the Human Capital Executive Research Board.

Susan has created and delivered global human capital management workshops for many of the *Fortune* 500 covering key areas such as M&A best practices, HR transformation, future of work, diversity, and talent trends.

Panel III (10:30 AM CDT – 11:40 AM CDT)

“M&A and Digitalization”

The Covid-19 Pandemic has initiated a rise in usage of Digital Technology to execute M&A deals. This cements the fact that Corporate M&A like other sectors can also be digitised.

The panel will focus on:

- How innovation & technology shapes the M&A landscapes in year and future trends
- Impact of disruptive technology on classical business model
- Key Benefits of Digitising the M&A Process
 - Intelligently Analyse Data in Due Diligence Process
 - Accelerate complex operations
 - Deliver a tech-change
 - Technology replaces existing processes and gives rise to new skill sets

Moderator



Konrad F. Deiters

Partner, International M&A
Business
Mercer

Konrad F. Deiters is a Partner and leads Mercer’s International M&A business. In addition he serves as a Global Client Manager for multinationals. He has a wealth of experience in international HR management and M&A gained from both line management and consulting roles.

He has worked for 18 years in the area of HR consulting incl. HR M&A in an international context. Konrad supports clients in all aspects that matter from the Workforce and HR perspective and has worked on a large number of projects across the Globe.

During the last 15 years he has been involved in multiple transactions by supporting the organizational and HR due diligence through post-merger integration. Within this context he has been involved in various restructuring projects.

Konrad has worked on numerous projects developing and executing organization strategy. Furthermore, he works closely with senior executives of corporates and private equity firms on a variety of Leadership, People, HR and cost reduction issues. He has particular expertise in: Mergers & Acquisitions, organization design, human capital strategy, synergy realization, rewards, labor relations, leadership assessment and development, HR transformation, culture design and alignment, restructuring, transformation and change management.

Konrad has substantial experience in the following industries: Private Equity, Financial Services, Telecoms, Manufacturing, Automotive, Aviation, Oil & Gas, Chemicals, Food & Beverage and Pharma/Life sciences.

Prior to joining Mercer he held positions as leader of PWC's HR Management and M&A business and was Mercer's HR M&A Consulting Head for Central Europe and Italy.

Education: Konrad studied political economy at Ludwig Maximilian's University in Munich and at the insurance academy in Munich, Germany, where he graduated as an insurance economist. During 2002/2003 he graduated from an Executive Education Program at Babson College, Boston and he has completed the M&A Executive Program at the Wharton School. Konrad is fluent in German, English and Italian.

PANELISTS



Dharmendra Singh
Founder & CEO
MergerWare

Dharmendra Singh is the President & Chief Executive officer at MergerWare Corporation with 25+ years of industry experience at various global position in Europe, US and other countries. He founded MergerWare in 2017 after brief stints in corporate development positions. As Chief Executive of MergerWare he drives the firm's vision to be the top company in the world to help global customers with their deal execution process.

His mission is to help companies expedite M&A due diligence and post-merger integration process.

His diverse experience among other things also includes diverse M&A deal execution. A few notable deals like that of Schneider Electric SE's largest acquisition to date in 2013, when it acquired Invensys for \$5.2B. Its largest disclosed sale occurred in 2014 where he was responsible for setting up the M&A process for deal execution and driving the overall team efficiency to not only make sure that integration goes smoothly but also to oversee integration across the company to track performance and synergies of acquisition.

Some of his key responsibilities included Global M&A process deployment across the company, making sure the complete M&A cycle process is standardized and M&A implementers work within a community and benefit from current and past integrations. He was also responsible for the standard and consistent processes allowing proper handover, business plan realization and making sure that the M&A certified team members are onboarded on M&A deal execution



Dominik Krimpmann
Global Tech M&A Lead
Accenture

Dominik Krimpmann professional mission is to help global companies think today about which innovation will impact them tomorrow, while simultaneously guiding them to implement successful technology-driven strategies from start to finish. He is a specialist in Tech M&A executing large transactions with state-of-the-art technologies. Additionally, his specialty is to quantify the impact of Technology to the overall enterprise value.

With a background in computer science & business administration, he has consulted with multiple Fortune 500 CEO, CTO & CDOs on their 'disruption journey' & managed the delivery of more than 50 different business & technology projects over the last decade.

This experience, coupled with his obsession with helping customers achieve their objectives by inspiring teams to work together towards a common goal, enables him to cut through organizational ambiguity & achieve swift results.

His writing on <http://dominikkrimpmann.com/> & global conference speaking aims to shed light on the trends, challenges, & opportunities I see shaping the future, & provide actionable insight that accelerates progress for companies.



Galina Wolinetz
Managing Director -
Virtas Partners M&A
Integration

Galina Wolinetz is a Managing Director at Virtas Partners. Galina focuses on M&A Integration & Separation advisory, and has nearly 25 years of industry experience. Most recently, she was a Vice President at Stanley Black & Decker (Stanley) for four years, where she established and led its global Integration Management Office and was the executive leader for numerous post-merger integration programs. At Stanley, Galina also led the Corporate FP&A function and established and led company-wide Strategic Transformation Office for \$1B transformation program. Previously, Galina worked at United Technologies Corporation for 20 years, holding executive leadership roles in Finance, Corporate Strategy & Development, and Integration with experience spanning aerospace, HVAC, fire & security, and elevator industries. Notably, Galina led a cross-functional 40+ person team to execute the successful integration of United Technologies' \$18B acquisition of Goodrich Corporation, generating near \$1B in synergies.



Giuseppe Caltabiano
Senior Director, Marketing
Rock Content

Giuseppe Caltabiano is a senior marketing, brand and content strategist with more than 15 years of experience in B2B & B2C sectors.

Today he leads brand, growth and product marketing at Rock Content and supports the company's globalization plans. He has worked for and advised brands in tech, financial services, energy, travel creating global content and digital marketing strategies and has successfully supported growth of B2B SaaS businesses. Giuseppe has led branding and communications integration after the \$5.6b acquisition of Invensys by Schneider Electric in 2014-2015.

Giuseppe is a marketing and storytelling instructor at General Assembly in London, and a content marketing guest lecturer at London South Bank University.

He was recognised as one of the most influential B2B marketers by companies [Market Recruitment](#) in 2019, Onalytica in 2018 and [Traackr](#) in 2016 and has achieved an essential place among the 2017 'Top 25 Masters of Multichannel Marketing'.

Giuseppe has an MBA from Milan's SDA Bocconi School of Management and is trained on Mergers & Acquisitions at the London Business School. He currently lives in London.



Vicky Fang
Vice President, Head of
Transaction Advisory Services
RGP

Vicky Fang is a deal advisor with extensive experience advising C-Suite and company leaders on transactions ranging from a few million dollars to multi-billion dollars.

Her experience includes acquisitions, divestitures, joint ventures, and IPO/SPACs. She has supported across deal continuums including IPO/SPAC, integration and divestiture management, M&A strategy and valuation, financial modeling, and financial and operational due diligence in both a corporate development role and as a client service provider.

Vicky has led program-wide and functional specific deal engagements on both a national and global scale. She has extensive experience driving deal issues and problems to resolution and has contributed to the development and execution of integration and separation strategies.

Prior to joining RGP, Vicky was a consultant with PwC's M&A Advisory practice, worked in strategy and corporate development at Tyco Flow Control, and served as Chief of Staff to the CEO at TravelClick. Additionally, she was an investment banker at Goldman Sachs and performed financial due diligence and audit at Ernst & Young.

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