

MERRILL INSIGHT™ | TEST YOUR CORPORATE DEVELOPMENT HEALTH

A strong corporate development team is integral to any business engaged in inorganic pursuits. Yet results from Merrill Insight polling of more than 1,000 dealmakers suggest common institutional challenges may be holding your team back from optimal performance.

Confident your team has what it takes to buck the trend? Check your team's health with these five questions.

1 Are roles and priorities aligned?

Mis-Match: When asked what corporate development's most important role is, Americas' dealmakers prioritize the frontend of the M&A process, strategy and deal origination, whereas EMEA respondents are more likely to stress Deal Execution and Integration as critical factors.



2 Are career paths and KPIs clear?

Globally, 48% of dealmakers ranked fuzzy career paths, KPIs and lack of autonomy as the #1 reason why corporate development professionals were unhappy at work.



3 Is there sufficient ownership over the entire M&A lifecycle?

Robust target identification and effective integration are increasingly seen as key M&A success factors. However, corporate development teams often lack ownership of them, giving them less control of overall M&A success.



4 Is there adequate project management support and training?

Corporate Development professionals' experience often rests on financial or legal knowledge and training – not project management. Yet in today's world, navigating a deal through to completion requires top-notch PM and administrative skills.



5 Do you have a document management problem?

Gathering and organizing documents for M&A or other transactions is frequently time consuming and duplicative. Multiple internal document systems also create version control and security issues.



The results are in:

Corporate Development professionals face institutional challenges that their peers in private equity and banking do not. Let us help lighten the load.

- ✓ Partner with DatasiteOne throughout the M&A lifecycle and gain oversight and visibility into pre and post due diligence work and mitigate version and document gathering challenges.
- ✓ Use our best-in-class project management team to train and support the deal team throughout your transaction.

MERRILL DATASITEONE

To learn more, visit www.merrillcorp.com or contact us:

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