

CPG's M&A IMPLEMENTATION SERVICES

Project Management

Project management is often the most challenging yet crucial component of merger integration efforts. Infrequent acquirers, in particular, often struggle to identify and navigate through all required integration activities in a manner that does not fully consume internal resources or detract from day to day operations. CPG consultants can develop and staff a project management office to help put in place the structure and disciplines necessary to ensure a timely, coordinated, and effective integration process.

Finance and Accounting

CPG can assist with general ledger, accounts payable/control, fixed asset accounting, management information reporting, and all other finance and accounting system and policy integration efforts.

Business Line Integration

From product line mapping to organizational restructuring, CPG consultants have the experience to work with the client teams to plan and execute highly structured integration of retail, commercial, wealth management, trust, investments, mortgage, consumer lending, treasury services, and all other bank lines of business.

Technology and Operations Integration

CPG can assist with the full array of technology and operational consolidation requirements including branch and automated channel operations, deposit and loan operations, core systems integration; and workflow standardization across enterprises.

Distribution Network Consolidation Planning

We can assist with the assessment of branch, ATM, sales force, and other distribution system standardization and consolidation opportunities. We have developed proprietary tools – including our BankRank and Sales Force Productivity Assessment models – that can be immediately leveraged to help drive consolidation or standardization recommendations.

New Market Positioning

An acquiring institution must act quickly to establish its brand in the new marketplace and a sense of trust with market customers and prospects. CPG can help you to develop and execute a winning new market strategy. We also provide competitive and segment research and customer and prospect analyses to help determine unique market opportunities and build value proposition payoffs that resonate.

Valuation

Through our alliance with Navigant Consulting, we can assist with the purchase price allocation associated with the fair value of the financial and identifiable intangible assets to be acquired in the transaction in conformity with Statement of Financial Accounting Standards (“SFAS”) 141. Our assistance can include determining the appropriate economic lives and amortization schedules for the intangible assets identified as well as valuation and allocation of goodwill to each reporting unit.

**For more information on our M&A Implementation Services,
including client case studies and qualifications, please contact us
at (202) 337-7870 or info@capitalperform.com.**

About the Firm

Capital Performance Group is a management consulting firm based in Washington, DC. Our firm provides advisory, planning, analytic, and project management services to the financial services industry. Our professionals possess deep experience in a broad range of functional specialties including strategic planning, sales management, quality engineering, marketing and product development, market research, risk management, operations and technology, compliance and regulatory matters, mergers and acquisitions, and strategic cost management.

What makes CPG Unique

Experience — We are knowledgeable industry veterans. Our professionals have an average of over 20 years experience in the financial services industry.

Focus — We are financial services industry specialists. We have developed unique tools and methodologies to address the specific business issues and challenges of this industry.

Practicality — We know what it takes to implement and manage strategic initiatives. We provide hands-on assistance and actionable advice.

For more information, please contact us at 202/337-7870 or email us at info@capitalperform.com.

CPG's Leadership Team

Mary Beth Sullivan, Managing Partner

Mary Beth specializes in strategic development and marketing program design for financial services companies. Mary Beth has extensive experience in strategy planning, marketing segmentation and product design, distribution planning, sales program design, financial and risk analytics, and operational reengineering. Mary Beth can be reached at 202-337-7872 or msullivan@capitalperform.com.

Claude A. Hanley, Jr., Partner

Claude heads the firm's financial management and regulatory practice areas. Claude has worked extensively with financial institutions in such areas as asset liability management, enhancement of financial performance measurement through development of tools such as balanced scorecards and benchmarking, business planning, financial advisory, and public policy and regulatory compliance. Claude can be reached at 202-337-7875 or chanley@capitalperform.com.

Gary D. Stein, Partner

Gary specializes in developing and implementing performance improvement initiatives for CPG's commercial- and consumer-focused clients. Gary has deep experience in the areas of reengineering sales, service, marketing, and underwriting processes; delivery system analysis and design; market opportunity analysis and planning; financial analysis; and the design and development of advanced analytic tools and models. Gary can be reached at 202/337-7876 or gstein@capitalperform.com.

Why CPG?

Broad and deep experience

Our team of professionals includes industry leaders in the fields of retail delivery, commercial credit risk management, deposit and loan operations, e-commerce, mortgage banking, wealth management, corporate finance, and other crucial disciplines.

We have valuable proprietary insight

Our experience with countless banking institutions has enabled us to amass a deep database of industry best practices and performance benchmarks to drive decision-making. We also know how to structure and run integration efforts, what pitfalls to avoid, and how to ensure success.

We are implementation experts

We bring structure, field-tested tools and methodologies, and outside objectivity to help you hone in on what matters, generate consensus for what to do, and then help you to get it done. We have a long track record of enabling our clients to achieve their plans; we will do the same for your organization.

