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A recent example is the "run-pass option" that, before finding a home in every NFL team's playbook, was used only in high school and college football games. Coaches survey plays to assess what works, and, over time, some version of a useful play finds its way into a coach's playbook and then every coach's playbook. That is an enduring ...

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The Playbook - System of Systems for Business and Startup Management for Companies with <50 Employees Tobias: That's kind of interesting. Often you find these things, they've got to the peak of some phase, but they just can't transition beyond that phase to whatever the next level is.

## **(Ep.72) The Acquirers Podcast: Michael Girdley - Niche ...**

acquirers may be able to negate this issue by performing synergy-capture diligence - a vital piece of operational due diligence that can be done alongside typical financial and commercial diligence. The story is a familiar one. Post-close, when an acquirer needs to quickly launch critical integration activities around geographic,

## **M&A Strategy Series**

Employee safety, a matter acquirers paid little attention to before, has become top of mind, Hunt said. And the commonality of layoffs, and how they are handled, is under stepped-up inspection. One of the keys to making a successful deal a success, he said, is to integrate a target's employee into an acquirer.

## **M&A picking up as acquirers, investors gain comfort with**

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Acquirers can accelerate a digital target's growth by providing access to its capabilities, capital, and global reach. Creating a business plan for the target that applies the acquirer's strengths—such as access to markets, customers, or partnerships—can add substantial value. Growing the Acquirer's Core.

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