



## **Mergers and Acquisitions**

### *Mergers and Acquisitions part 6*

#### **Narrator:**

In Part 6 of this interview Ian Wilson tells us why despite the risks he believes takeovers can be successful if purchasers follow certain guidelines.

#### **Ian Wilson:**

If you're going to make an acquisition its always helpful if you can be active in that marketplace before you do the deal. Such that you fully understand the risks, the dynamics of the market, the customers and the key success factors.

So get experience before you make the big one. When you're involved with advisers make sure that you're in charge of those advisers and you're managing them and they're doing what you want to.

And in terms of financial model, again make sure that you're in control of it.

And importantly when it comes to integration after the deal has been signed make sure that that integration process has been planned in detail before the deal is signed. Such that you can immediately implement that integration process and make sure that it's done properly. And finally luck always plays the part. So hopefully you'll have got the timing right as well.