

INTEGRATION PROFESSIONALS INC.



Advisory and Consulting
Mergers & Acquisition Projects
Remote Workforce Implementation

Dramatically Improve Traction

LESS FRUSTRATION DELIVERING VALUE

- ◆ Empowerment to Make Decisions

LESS DISRUPTION TO EXISTING TEAMS

- ◆ Clear Individual Responsibilities and Enhanced Communications and Collaboration

IMPROVED ORGANIZATIONAL ENGAGEMENT

- ◆ Proven Framework to Manage the Plan and Respond to Changes

IMPROVED EXECUTION SKILLS FOR LEADERSHIP AND PROJECT TEAMS

- ◆ Ongoing knowledge transfer of tools and techniques

Advisory and Consulting

The Advisory business is based on over 25 yrs. of proven and repeatable Project Management experience best practices. We work with Executives and Management to provide a custom solution for your unique situation.

Consulting work is more hands-on and includes back-room coaching for key individuals as well as responsibility for delivery of key objectives.

Mergers & Acquisition

Working with Integration Professionals, mid-market companies successfully deliver on their envisioned business transition. We complement the accountants, bankers, lawyers, and other partners. We are the only ones focused on project-managing all aspects of the transaction. We usually start at Letter of Intent and stay engaged beyond the M&A transaction to ensure the project is implemented as intended.

Less than half of all transactions realize the benefits envisioned on signing because once the deal has closed the deal makers have gone home and management is focused on running the business. Someone must remain and follow through on the post-merger work. We:

- ◆ work closely with Legal, Finance, Operations, HR, IT, Sales, Marketing, and executive teams on both sides to progress due diligence, and;
- ◆ participate in the prioritization of post-merger activities, and;
- ◆ manage a detailed plan to achieve post-merger synergies.

Project Leadership

Your strategy needs the utmost attention meeting your objectives. We:

- ◆ elaborate the strategy into a plan of clear goals and priorities, and;
- ◆ break down the goals and dependencies and assign individual responsibilities, and;
- ◆ hold regular 2-way communication with executives and team members on risks, issues, changes, and progress, and;
- ◆ provide individual and team coaching, as appropriate, on best practices for execution that apply to your unique situation.

Case Studies

- ◆ COVID-19 - Implemented Work From Home technology, policies, and training for 50 team members.
- ◆ Due Diligence co-ordination - \$1Billion cash. Energy and Consumer Services.
- ◆ Growth Synergy - \$30MM. Derivatives Trading Platform Implementation.
- ◆ Cost Reduction Synergy - \$100MM. Insurance. Real Estate Acquisition.
- ◆ Growth Synergy - \$40MM. Contact Centre Build.
- ◆ Growth Synergy - \$10MM. Re-Branding Roll-Out.



Integration Professional was responsible for engaging all the stakeholders on a very innovative program. The financial results exceeded expectations and impact on top of the house financials was gratifying for everyone involved.

Chief Financial Officer, 2nd largest bank-owned life insurance company in Canada

Integration Professionals are very good at what they do for us.

Sr. Director, Commercial Banking, Leading Financial Institution

Integration Professionals was very effective getting results from internal and external partners. I have worked with others that can waste a lot of time on unimportant things. Integration Professionals really gets it.

Managing Director, Capital Markets, 8th largest Bank in N.A.

We really appreciate Integration Professionals leadership.

Vice President, Commercial Banking, Top 5 Canadian bank

In order to make this project happen, Integration Professionals needs to work with a management team of the top executives in each of the pillars of the bank. These folks are very smart and some can be a bit tough to work with at times. Integration Professionals facilitation skills are excellent, just what we need.

Senior Manager, Group Credit Risk, Top 10 North American Bank

STEPHEN WISE

Stephen Wise began his professional career disrupting the traditional grocery shelf using accelerated product development cycles, advanced category analysis, and innovative positioning at Loblaw Companies for President's Choice. Looking back, it was the perfect intersection of project execution, technology, and marketing.

While marketing Hospital Supply products at Baxter, Stephen saw that a Marketing Manager and Project Manager are similar roles with different names. Both are hub of the wheel, responsible for coordinating the spokes of Marketing, Sales, Legal, Operations, and Technology.

Stephen embraced Project Management as a driver of competitive advantage for companies seeking faster time-to-market, repeatable initiatives, increased likelihood of project success, and the tools to coordinate diverse teams on complex projects.

At Centrica (former British Gas), Stephen was recognized with the President's Award for Innovation.

Stephen has provided multi-sport rescue and Advanced First Aid at the Toronto 2015 Pan-Am Games Whitewater events.

- ◆ Project Management Professional (PMP) #190680, Project Management Institute. Issued June 2004.



- ◆ Agile Certified Practitioner (PMI-ACP) #2144759, Project Management Institute, Issued January 2018.
- ◆ Contributor, Reviewer, Input, and Recommendations for the fourth and fifth edition of Project Management Book

I met Stephen on a project to implement a new trading platform for the client. Stephen was the project manager and I was legal counsel. Through Stephen's communication and management skills, he was able to coordinate the necessary client personnel and the vendor in an effective manner, enabling me to negotiate and complete the agreement in a cost effective and timely manner. It was a pleasure working with Integration Professionals.

Donald Luck, Partner, Dentons LLP

Dramatically Improve Traction



INTEGRATION PROFESSIONALS INC.

Stephen Wise

Stephen@Inprof.com

www.IntegrationProfessionals.com

+1 (647) 696-6500