

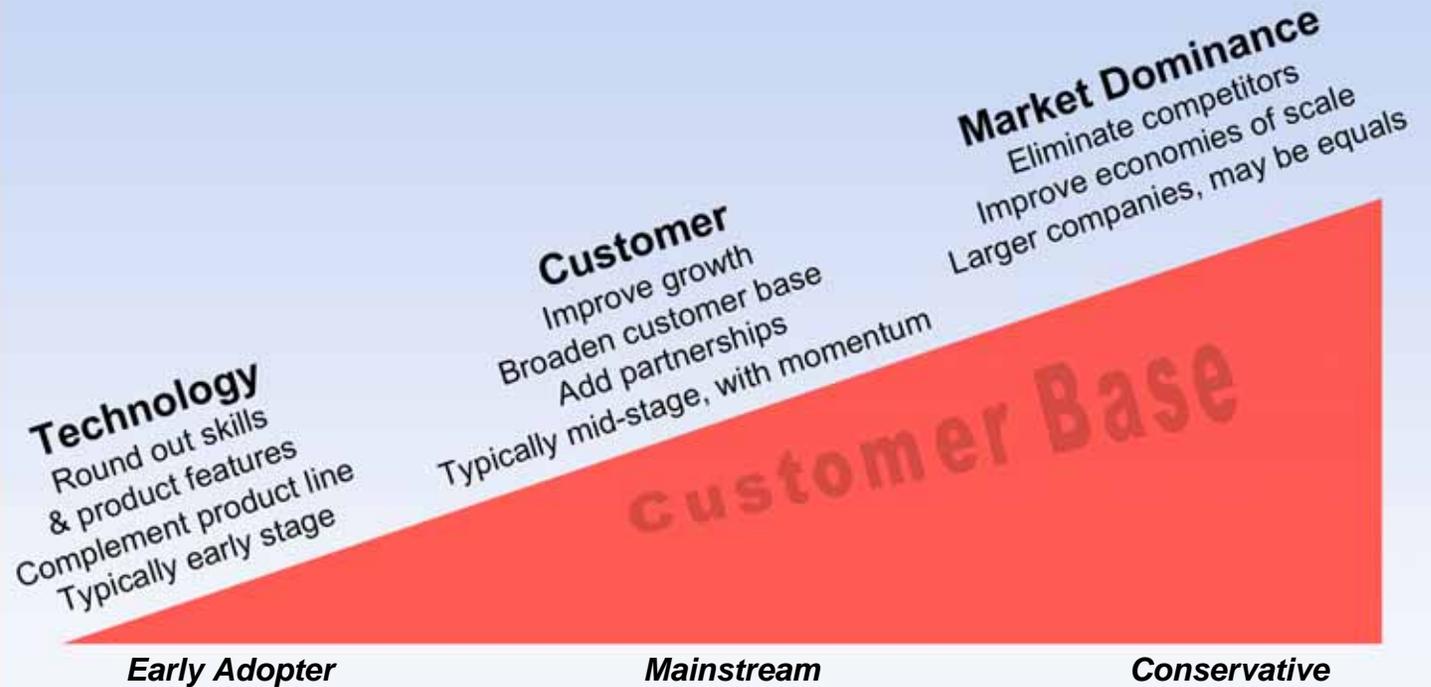
Positioning for Cross-Border M&A

Frances Grigsby
Next Level International

Business Breakfast

sponsored by
Brown Rudnick International Law
and
British American Business Council

M&A Taxonomy



Other Motivators

- Vertical or horizontal integration
- Balancing currency and economic cycles
- Customer-driven
- Opportunistic – price, market consolidation

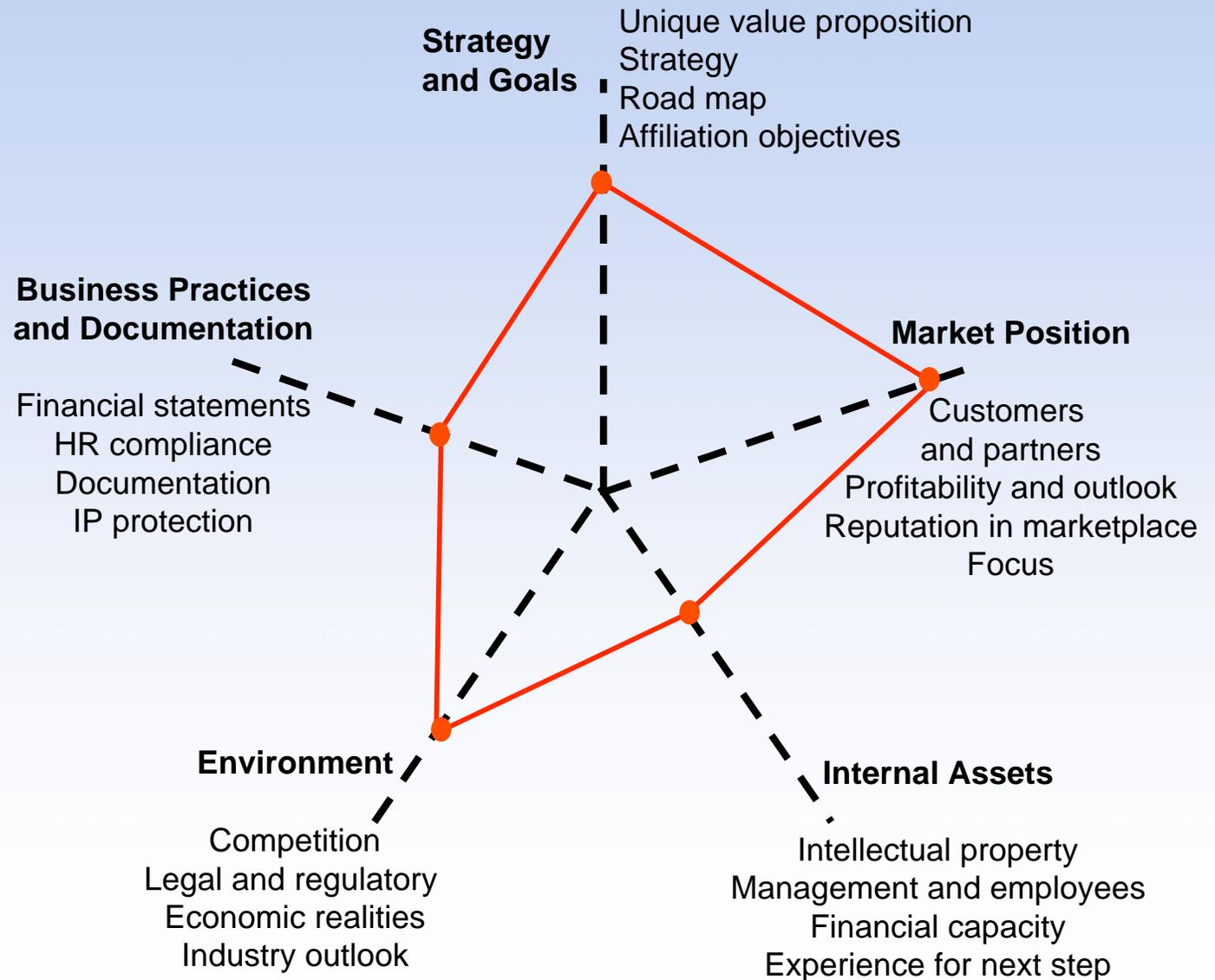
Unique Elements in Cross-Border M&A

- Economic cycles and characteristics
- Customer and market characteristics
- Law and regulation
- Role of expert resources
- Geographic distance
- Cultural difference

Key Success Factors

- Goals and value proposition
- Business fundamentals
- Prior relationship
- International experience
- Management team
- Experienced lawyer
- Cultural flexibility
- Not underestimating:
 - The role of chance
 - The other side of the table

M&A “House Inspection”



Next Level International

- Market entry for technology companies
- Specializing in
 - Business development
 - M&A preparation and integration
 - Offshoring/supply chain

199 Independence Road
Concord, MA 01742
978-369-0012
www.nextlevelinternational.com

