

The Nolan Company

BANKING OFFERING



NOLAN MERGER AND ACQUISITION INTEGRATION

Maximizing Cost Synergies and Performance Standards

The decision to merge with or acquire another bank has many drivers, from geographic expansion to improved access to capital. In order to maximize cost synergies while minimizing disruption to valued customers, financial institutions must not simply eliminate redundancies — they must also ensure that the best people, processes, and technologies have a place in the new organization. **Nolan Merger and Acquisition Integration** offers a proven methodology to evaluate existing resources and develop informed strategies for success.

Fewer, Larger Banks Continue to Redefine the Industry

In less than 20 years, the number of banking institutions in the United States has dropped from approximately 15,000 to an estimated 7,500 — a trend that's expected to gain even more momentum as a growing number of organizations initiate mergers and acquisitions. Yet without comprehensive assessment and careful planning, mergers and acquisitions can result in customer attrition and operational inefficiency rather than growth and prosperity.

Proprietary Nolan Insights

Our consultants draw upon decades of experience in mergers and acquisitions to ensure that the needs of your customers always come first. We've been in your position, and we have the tools and expertise to help you maximize customer retention during times of transition. Our clear, thorough methodologies offer actionable insights that lead to high-quality, cost-effective strategies for successful integration.



The Nolan Approach

The Nolan Company takes a disciplined approach to integration planning and implementation. We begin with an objective analysis of current operations within each bank, focusing on the people, processes, and technologies that each organization brings to the table. Next, we identify redundancies and recommend strategies to leverage the best attributes of each bank. We also develop systematic contingency plans for keeping customer satisfaction high even when errors or disruptions arise as a result of the integration process.

Key Deliverables

With every Nolan Merger and Acquisition Integration engagement, our consultants use proven methodologies to make informed value assessments and provide expert guidance regarding:

- Customer impact — retention, acquisition opportunities
- Markets — geography, segments
- Products — product range, pricing
- People — talent, staffing levels, organizational structure
- Facilities — purpose, location
- Business processes — sales, service, fulfillment, operations
- Vendor relationships
- Technology/systems
- Integration timing
- Competitor reactions

Reap the Benefits

When executed successfully, mergers and acquisitions enable banks to quickly and effectively grow their footprint and fuel profitability. The Nolan Merger and Acquisition Integration offering provides the critical insights and clearly defined processes that enable these organizations to:

- Reduce operating expenses through cost synergy
- Create a seamless transition for customers and staff
- Enhance profitability through decreased unit costs
- Maximize retention by understanding customer needs and proactively managing transition events

Banking Experts

Our consultants are seasoned banking professionals whose deep industry experience gives our clients an informed, unbiased view of the people, processes, and technologies that impact your business. Nolan's firsthand expertise gives us unmatched insight into the problems you face and puts us in a unique position to help you optimize your organization for successful mergers and acquisitions.

Experience That Works For You

For 40 years, The Nolan Company has helped businesses improve service, quality, productivity, and profitability through process innovation and effective use of technology. We're experts in developing comprehensive operational and technology solutions that deliver immediate results and lasting outcomes — and we're committed to working with you from assessment through implementation.



LET'S TALK!

To learn more about Nolan's merger and acquisition integration,
or any other operational or technology issues,
visit renolan.com or call (800) 248-3742.