



Tiger Team M&A

Strategic solutions for agile + repeatable + transformative M&A

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Introducing Tiger Team (as a Service)

Bonded over insights from leading 20+ years of enterprise M&A, we were inspired to launch Tiger Team M&A to help clients achieve scalable inorganic growth through operational excellence and optimized deal execution.

“Tiger team” commonly refers to a lean group of cross-functional specialists, applied to solve high-stakes problems or strategize scaled opportunity pursuits. Their combined expertise enables rapid assessment of complex challenges through holistic problem-solving. We devise solutions and enable repeatable success in M&A with just such an approach.

Our solutions blend strategic services, best-practices framework, and an AI-enabled platform for strategic decisioning and governance. We support the full M&A lifecycle, working with serial corporate and PE acquirers.



Veteran Cross-functional Expertise

Over 20 years leading a range of M&A functions, corporate strategy, and governance in Fortune 100.



Speed to Solve

With fast ramp-up on client scope and goals, we nimbly deliver impact. Not generic advice.



Strategic & Tactical

Holistic perspective enables success for deal projects, capability-building, and strategy initiatives.



Repeatable Success

We help clients build M&A excellence, regardless of engagement scope, with repeatable solutions.

The Case for Nimble, Impactful Solutions for Serial Acquirers

Over 70% of deals fail (targeted value capture)*

External Services & Solutions Typically Can't Solve This

Investment in M&A Capabilities Offers 200-400% ROI*

Incomplete or Un-Tested Deal Strategy

Incomplete or Unfocused Diligence

Fragmented, Low-Fidelity, or Poorly Executed Integration Plans

Culture Misalignment, Leadership Disengaged

Insufficient Change Management

Weak Communication Strategy

Non-scalable or Immature M&A Operations

It's not in their scope.

Transaction advisory, corporate strategy, and project staffing providers don't holistically address integration-led diligence, integration planning, and "long tail" value-capture.

They don't "teach clients to fish"

Providers may solve immediate needs ("catching fish" for the client), but rarely have the expertise or engagement priorities required to boost client capabilities in M&A.

They're not nimble.

Lack of veteran expertise in enterprise M&A and transformational frameworks means slower ramp-up and higher costs.

25% Faster Deal Cycles, 50% More Deal Capacity

Double the Deal Success Rates (KPIs / value)

40% More Synergy Realization

Integration Risks Identified 40% Earlier

Serial acquirers that prioritize M&A operational maturity unlock scalable deal execution and consistently higher value creation.

We Accelerate and Elevate M&A Initiatives

	<i>M&A Initiatives</i>	<i>How We Enable Success</i>
Pre-Close	Strategize, Diligence & Plan	We guide diligence strategy, rationale and value-model validation, support cross-functional findings synthesis and report-out, definition of integration blueprint, and facilitate pre-Close roadmapping sessions across functions.
Post-Close	Integrate, Transform, & Capture Value	We guide buildout of holistic integration plans, interim-phase operational solutions, and optimizing of integration execution; we also provide “troubleshooting” assessments and strategy for at-risk or blocked value.
Full Lifecycle	Reporting, Planning, & Governance	We guide implementation of metrics to track “integration readiness” factors and per-deal performance; we advise on planning processes to bridge M&A commitments (value targets, scope, budget) with standard annual planning.
Ongoing Operations	M&A Framework, Playbook, Platform, and Enablement	We help clients build repeatable M&A frameworks, enable teams and stakeholders with a unified Playbook, and streamline governance and enablement with our agentic AI platform designed for the M&A lifecycle.



Our Solutions, Model, and Impact



Who We Support: Advisory Use Cases

→ Enterprise Corporate M&A

Objectives: Standardize, unify, and scale M&A operations across global functions while improving repeatable efficiency and value-capture from multiple deals in parallel.

Challenges: Execution on complex M&A roadmap impeded by fragmented strategy, siloed workstreams and misaligned leadership, and disconnects with original deal rationales.

Opportunity: Tiger Team M&A advisory and platform help establish holistic framework for streamlined governance, deal execution, enablement.

→ Mid-Market Corporate M&A

Objectives: Transition toward programmatic M&A, define inorganic priorities, ready streamlined process that scales with pipeline and budget.

Challenges: Existing M&A team doesn't have capacity or expertise to support accelerated growth and aspirational M&A roadmap. Lack of process impacts deal cycle efficiency and outcomes.

Opportunity: Tiger Team M&A's Advisory-as-a-Service flexibly guides capability-building and deal execution. Jumpstart framework and training compliment AaaS for mid-market.

→ Private Equity

Objectives: Optimize deal execution to enable competitive bidding, protect multiples, and ensure value creation within PortCo exit horizons.

Challenges: Lean internal M&A teams with scarce integration expertise limits ability to build value-creation expertise, repeatable solutions, and cohesively execute cross-portfolio.

Opportunity: Tiger Team M&A's specialized expertise enables streamlined diligence, scaled value creation, and on-target exits without expanding PE in-house teams.

When We Engage

Tiger Team M&A views value creation as a continuum, so we're prepared to support you at every stage of the lifecycle.



Pre-Close

Deal Close & Integration Kickoff

Integrate & Transform

Deal Sourcing & Validation

Diligence & Integration Planning

Close & Day 1

Integration Execution

Transform & Scale

Deal Rationale Development

Confirmatory Diligence Kickoff

Internal and external messaging per Comms Plan

Acquired teams enabled

Track / report **Deal KPIs**

Build / Buy / Partner Analysis

Cross-workstream **Diligence Synthesis and Findings**

Acquired teams onboarded

Day 100 Plan executed

Complete **final integration milestones** (e.g. entity rationalization, billing, contracting, organizational)

NorthStar Definition (anchoring rationale to integration priorities)

End-State Modeling, Preliminary **Integration Plan**

Broader workstreams **mobilized for Day 100 scope**

Integration plan buildout, end-state blueprinting

Deal Sponsor Orientation

Value and Synergy Model Validation

Integration "Road Ahead" cross-functional workshops

Org integration initiated

Transition to standard planning and budget

Pre-LOI Diligence

Communications, Enablement, and Change Planning

Strategic decisioning framework established

Interim operations ("bridge solutions") for contracting, billing, sales ops, support

Handoff to product and business owners

Critical product / tech compliance remediation

Acquired product launched / integrated

Ongoing M&A Operations: Governance, Capability-Building, Training, Inorganic Roadmapping

How We Help Build M&A Excellence

Our adaptive framework and solutions elevate your M&A operations.

Impact

Foundation for M&A operations: up-levels team skills and alignment, speeds on-ramp for new resources, improves operational consistency.

01 Fundamentals

M&A Lifecycle Bootcamp
Deal Sponsor Bootcamp
M&A Function Training

Impact

Establishes a repeatable framework, boosting deal project efficiency, valuation and strategic decisioning accuracy, and value realization success rates.

02 Baseline & Strategy

M&A Framework Baseline
M&A Operating Model
M&A Northstar Workshop
Due Diligence Tuning
Integration Readiness Assessment (Internal Diligence)
Inorganic Roadmap Definition

Impact

Unlocks targeted value or improve readiness to execute, via analysis of blockers and deployment of solutions for integration and transformation.

03 Targeted Solutioning

Integration Plan Buildout
Strategic Decisioning Matrix & Stakeholder Communications
M&A Blocker Assessment / Value-Capture Triage
Joint Integration "Road Ahead" Workshops

Impact

Scale M&A efficiency, agility, and success rates via holistic governance model, strategic decisioning platform, and iterative benchmarking.

04 Capability Scaling

Unified M&A Playbook
M&A-to-Standard Planning Bridge
Readiness Benchmarking
Strategic Decisioning Platform

How We Engage

Tiger Team M&A serves as a “tiger team on demand”, with solutions flexibly supporting your vision and requirements.

We partner with your M&A leaders to inject advisory at targeted milestones, or provide on-demand guidance throughout a project.



Client M&A Operations

M&A: Corporate Development | Portfolio Strategy

Value Creation: Integration Management | BU Leadership

Product: R&D | Product Engineering | UX Design | **Technology:** Data | Infra | IT

GTM: Sales | Marketing | CommercialOps | Support | ProServe | Customer Success

Business: HR | Finance | Tax | Legal | Facilities | **Compliance:** Regulatory | Security

M&AOP enables your teams and stakeholders for repeatable success across the deal lifecycle.



M&A Operations Platform - M&AOP is our cloud-native, agentic AI solution that advises, automates, and orchestrates strategic decisioning across the deal lifecycle. Best-practices, customizable framework.

Our Engagement Models



Strategic Advisory

Strategy, assessment, and enablement at critical junctures for deal projects and capability-building.

Advisory-as-a-Service

On-demand expertise to guide your team through one or more deal phases.



Need help accelerating your inorganic roadmap? Or clarity and alignment for stalled integrations? Or to establish scalable M&A operations and playbook, without distracting your teams from the deal pipeline?

We've been there. We have solutions.

Find us: **tigerteammna.com**

Reach us: **engage@tigerteammna.com**

Partner with us: **partner@tigerteammna.com**

Tiger Team Expertise

Our Founding Leadership

Gwen Pope

Managing Partner & Head of Platform Solutions



A veteran M&A “generalist” and thought leader, Gwen brings over 15 years transactional experience, on buy and sell-side deals from \$10M to \$10B, and 10 years prior in enterprise solution architecture and product strategy. Her specialty is Product, Tech, and GTM M&A functions, corporate strategy, and integration management. Her work at Google, Microsoft, eBay, Oracle, and Maersk also highlights full-lifecycle framework innovations for M&A operational success.

Tracie Smith

Senior Partner & Head of GTM Solutions



A seasoned M&A practitioner with over 20 years in commercial operations governance and go-to-market integration. Tracie has held leadership roles at Maersk, Google, Oracle, and Puppet, with focus on commercial operations and transformation. With her legal background, she excels in negotiation, contracts diligence and risk assessment, and scaled growth for acquired products.

Our Cross-domain Advisory Resources

- Our consultants bring **robust large enterprise experience, executing complex cross-border deals** and leading M&A teams.
- Collectively their **expertise spans the functional domains commonly needed for holistic M&A operations**.
- We've curated these resources based on firsthand knowledge of their proven impact, integrity, and creative passion for M&A challenges and solutions. Our engagement teams are tailored to fit client needs.