

OPERATOR-LED. EXECUTION-DRIVEN. PURPOSE-BUILT FOR POST-MERGER INTEGRATION.



Acquisition
Integration
Specialists

Acquisition Integration Specialists (AIS) is a boutique consulting firm focused exclusively on post-merger integration (PMI) for private equity and corporate acquirers in the lower and middle market. Led by experienced operators—not career consultants—our team brings hands-on execution leadership, proven integration discipline, and flexible senior-level resources to help deliver on the deal thesis, accelerate synergy capture, and keep management focused on running the business.

WHY PRIVATE EQUITY SPONSORS ENGAGE AIS



DELIVER ON THE DEAL THESIS

Translate diligence findings, value-creation priorities, and synergy targets into an executable integration roadmap.



MOVE QUICKLY

Mobilize pre-close or immediately post-close with clear Day 1 priorities, a 100-day plan, governance, workstreams, owners, and milestones.



ADD SENIOR EXECUTION CAPACITY

Deploy seasoned operators who can lead the IMO, drive cross-functional execution, surface risks, and help management make decisions.



CAPTURE MEASURABLE VALUE

Identify, validate, sequence, and track cost, revenue, and working-capital synergies with clear accountability.



REDUCE MANAGEMENT DISTRACTION

Run the integration process shoulder-to-shoulder with portfolio-company leaders so they can remain focused on customers, employees, growth, and the operating plan.



RIGHT-SIZE THE TEAM

Scale from a single integration leader to a cross-functional team across Finance, HR, IT, Operations, Sales/GTM, and Program Management.

OUR PROVEN APPROACH

AIS's proprietary Unify™ 5-step PMI process provides a disciplined path from pre-close planning through synergy realization.



1

PLAN

Lay the foundation



2

LAUNCH

Prepare for Day 1



3

EXECUTE

Drive workstreams and integration



4

MEASURE

Track progress and synergies



5

CAPTURE

Capture value and improve



Practical playbooks, dashboards, RAID tools, operating cadence, and transparent reporting create visibility and accountability without adding unnecessary bureaucracy.

WHEN TO ENGAGE AIS

- Portfolio company lacks proven PMI leadership or bandwidth.
- Synergies are material and speed-to-value is critical.
- The transaction is complex—cross-border, merger of equals, carve-out, systems-heavy, or transformational.
- Execution missteps could materially affect EBITDA, customer continuity, talent retention, or the investment thesis.



PREPARING FOR AN ACQUISITION?

If you are evaluating an acquisition or preparing for a future integration, we'd welcome the opportunity to learn more about your plans and share our perspective.

LET'S START A CONVERSATION.



acquisitionintegrationspecialists.com



+1 510-386-9000



Jeff Mandell



jeff@acquisitionintegrationspecialists.com