



Charles Durant to speak at PSA TEC 2019

PSA Security Network is hosting PSA TEC 2019 in Denver, Colorado, from March 11 to March 14. Register to hear Charles speak on “Keys to Successful Acquisitions” at PSA TEC on Tuesday, March 12 at 3:30 PM. An abstract on the presentation follows:

Keys to Successful Acquisitions – Insights for Both Buyers and Sellers

The strategy of growing your business through acquisitions is both viable and attractive. Yet numerous research studies show that most acquisitions – as many as two-thirds – fail to create value for the acquirer. To be successful in growing through acquisition, buyers must take a rigorous, systematic approach to M&A. The key to a successful acquisition is to develop an acquisition strategy that includes an assessment of the cultural fit of a potential acquisition target with the existing business. Without a cultural fit, an acquisition is likely to fail at the integration phase and, accordingly, fail to meet the reasons for doing an acquisition in the first place. Due diligence and closing a deal only is not an ends, it’s only the beginning. The real work associated with successful acquisitions begins with integration. This session will provide insights to security integrators who are interested in growing through acquisition as well as integrators who may be contemplating an exit from the business.

LEARNING OBJECTIVES

- Explore what to look for in acquisition candidates.
- Avoid the biggest mistakes private companies make in growing through acquisitions.
- Investigate how to handle transition and integration of acquisitions.