

# Our Solutions and Offering: We focus on value for you!

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6 EXAMPLES IN 3 SLIDES

NOVEMBER 2018

[www.tovoy.se](http://www.tovoy.se)

# Mergers and Acquisitions

The typical Problem	Typical Solutions (?)	Tovoy: Our alternative Solutions
<p>You never/seldom buy or sell a business (company) and lack experience</p>	<ul style="list-style-type: none"> <li>➤ Try yourself</li> <li>➤ Engage one of the big consultancy firms in the domain</li> </ul>	<p>We help you on the first step to decide what is best for you and propose either:</p> <ul style="list-style-type: none"> <li>➤ Do yourself and we support/coach</li> <li>➤ We can do it for you</li> <li>➤ We refer to the right consultancy firms</li> </ul>
<p>Your acquisitions don't follow the business plans of before the acquisition</p> <p>The failure rate for mergers and acquisitions is a depressing figure, hovering somewhere between 70-90% depending on which study you use. Yet the ones that pay off can pay off big time. *)</p>	<ul style="list-style-type: none"> <li>➤ Release the management</li> <li>➤ Blame the consultancy firm</li> <li>➤ Find excuses (explanations?)</li> <li>➤ Be confident to do it better next time</li> <li>➤ Invest in methodology</li> </ul>	<p>We help you to find the root cause and propose the right solution which will not be one of the first 3 typical solutions but e.g.:</p> <ul style="list-style-type: none"> <li>➤ Leverage on your and our experiences and lessons learned</li> <li>➤ Investment in methodology</li> <li>➤ Better targets and/or assignment specifications for consultants</li> <li>➤ Investment in leadership culture</li> </ul>

\*) [www.forbes.com](http://www.forbes.com), October 2017

# Projects in Mergers and Acquisitions and Change Management

The typical Problem	Typical Solutions (?)	Tovoy: Our alternative Solutions
You have sold a business and need to deliver Transitional Services (TSA) to the buyer	<ul style="list-style-type: none"> <li>➤ Keep key resources assigned</li> <li>➤ Let key resources do it “on the side”</li> <li>➤ Hire consultants to assign</li> </ul>	<p>We plan together with you what is best to achieve your shortest possible period of delivery and best possible economic result:</p> <ul style="list-style-type: none"> <li>➤ Do yourself or hire consultants, we can support</li> <li>➤ We take full responsibility with performance based compensation</li> </ul>
All your excellent senior leaders are busy, now you need to find someone for your change program	<ul style="list-style-type: none"> <li>➤ Assign a junior</li> <li>➤ Assign a senior anyways</li> <li>➤ Hire a consultant</li> </ul>	<ul style="list-style-type: none"> <li>➤ Any of the typical solutions - but with needed support!</li> <li>➤ We run it for you – temporarily or for full project</li> </ul>
You have decided to build your own Project Office to address M&A and Change Management	<ul style="list-style-type: none"> <li>➤ Start yourself from scratch</li> <li>➤ Contract a consultancy firm on T&amp;M basis</li> </ul>	<ul style="list-style-type: none"> <li>➤ We support you on the journey as per your need on a performance based compensation – could be together with a consultancy firm</li> </ul>

# Startups

The typical Problem	Typical Solutions (?)	Tovoy: Our alternative Solutions
Your Start-up reaches the next critical step, resources and money are scarce	<ul style="list-style-type: none"> <li>➤ Work harder</li> <li>➤ Give up</li> <li>➤ Look for investors</li> </ul>	<p>We will help you with our experience and contacts to identify the best solution. If you convince us we might be willing to invest in you by supporting you with an innovative business model that does not require cash from you at that moment</p>
You lack experience in the business dimension, into an interesting export market or in leadership	<ul style="list-style-type: none"> <li>➤ Try yourself</li> <li>➤ Hire consultants</li> <li>➤ Give up on this track</li> </ul>	<p>If you convince us we would like to offer you support with below services based on an innovative business model:</p> <ul style="list-style-type: none"> <li>➤ Business Coach</li> <li>➤ Board Membership</li> <li>➤ Export expertise and support</li> </ul>