



Tiger Team M&A

Transforming M&A operations into **competitive advantage** with Enterprise AI



Solutions for Corporate and Private Equity
M&A, **grounded in veteran F500 expertise**



Enterprise AI purpose-built for M&A, unifies
strategic decisioning across deal lifecycle



Patented framework agentically **enables
teams with speed and intelligence**



Zero-trust architecture designed for **security,
privacy, and performance**

\$4T+ in M&A value will be pursued this year, but 70% of these deals will fail.*

Tiger Team M&A solutions position acquirers of all sizes to outperform.

Challenges

The majority of acquirers fail synergy capture and value creation, wasting opportunity and resources.

Weak / Un-Tested Deal Rationale

Incomplete / Unfocused Diligence

Integration Misaligned w/Strategy

Stakeholder Misalignment

Unscalable Deal Process / Teams

Solution Gaps

Fragmented solutions and functional silos limit M&A to manual workflows and strategic fragmentation.

Limited to deal phase or function

Generic / rigid workflows

Task-oriented / not value focused

No support for strategic decisions

Opportunities

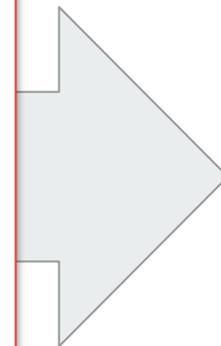
Serial acquirers that invest in M&A capability-building see 200-400% ROI**(driven by deal-level returns)

25% Faster Deal Cycles

50% More (Concurrent) Capacity

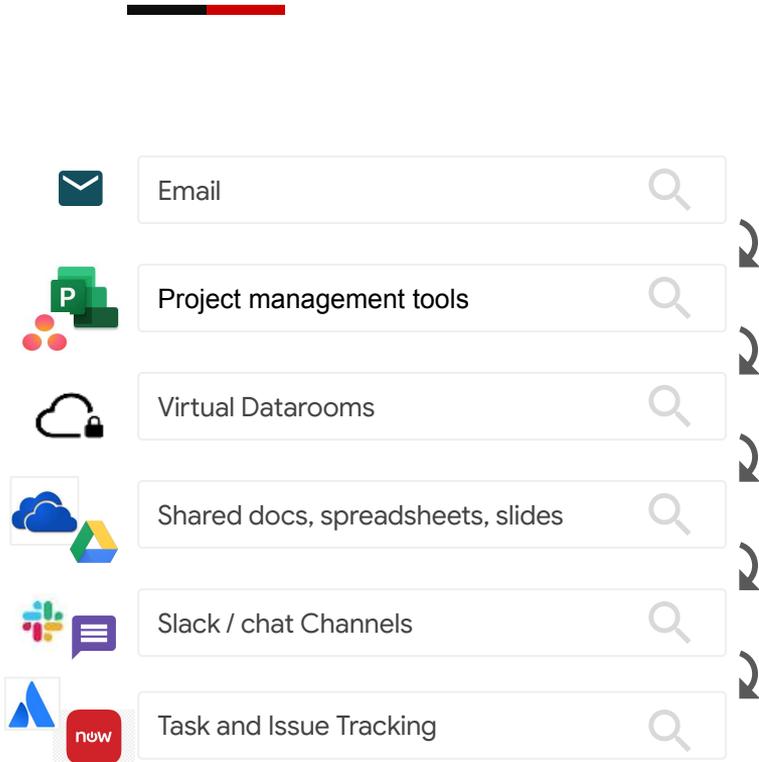
40% More Synergy Realization

40% Earlier Risk Identification



Fragmented Insights and Decisioning = Risk to Deal Value

In many organizations, M&A teams struggle to support strategic decisions, with information spread across tools and deal phases.



A chat conversation illustrating deal value risk. It features a vertical sequence of messages between two participants, represented by circular profile pictures. The messages are contained within light blue speech bubbles. The conversation starts with a question about a Sales integration timeline, followed by an answer mentioning outdated Corpdev timelines and misaligned Finance targets. The next message expresses a lack of access to deal review decks and FinOps tools, and a need to set next quarter's plan. This is followed by a response providing a cross-workstream integration tracker, noting conflicting KPIs. The final message states that without a clear timeline, the deal assumptions are based on guesswork.

Hey, can you shoot me the Sales integration timeline for our latest acquisition?

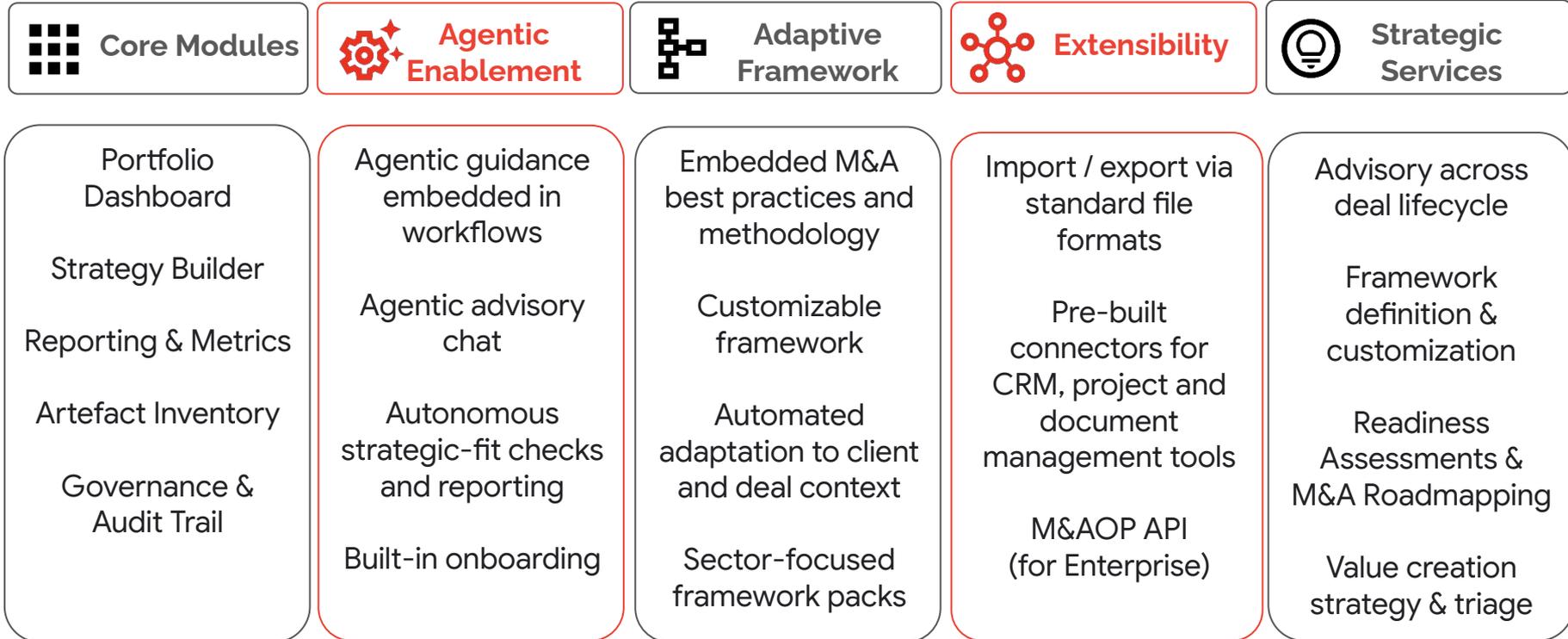
Corpdev had a timeline in a pre-Close deck, but that's outdated. Finance has targets in their BI tool, but the CRO and CFO haven't aligned yet.

I don't have access to deal review decks or FinOps tools. My GM needs to set next quarter's plan but doesn't know the acquired-product KPIs!

Here's our cross-workstream integration tracker. Some workstreams have conflicting KPIs and I'm not sure what you're dependent on...

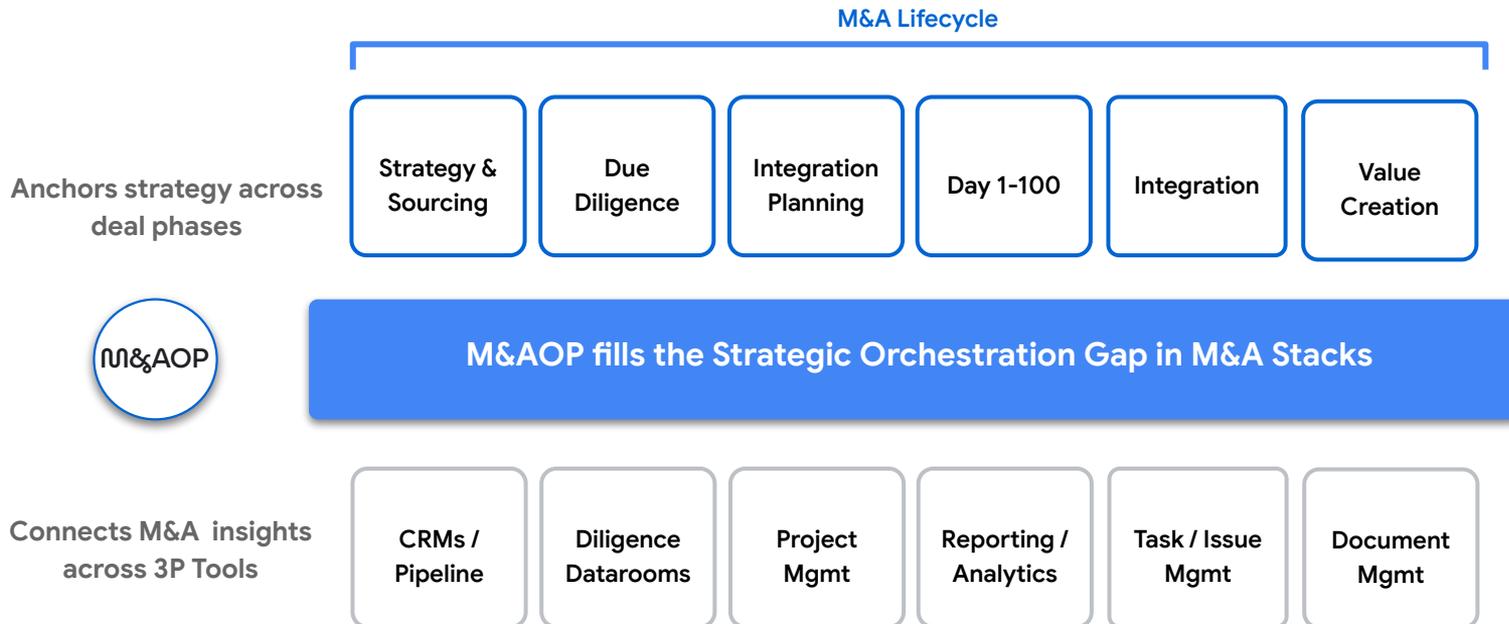
Without clarity on timeline that supports the deal assumptions, it's guesswork.

Introducing M&AOP: “M&A Operating Platform”



Unifying & Accelerating Your Deal Process

M&AOP orchestrates strategy, automates workflows, and connects insights across your existing workstreams and tools.



Who We Work With

→ Enterprise Corporate M&A

Key Objectives:

- Scale capacity without added headcount
- Maintain strategic coherence across multiple concurrent deals, steer portfolio
- Prevent and resolve "zombie integrations" consuming resources while ROI is blocked
- Drive stakeholder alignment and accountability across deal phases

→ Mid-Market Corporate M&A

Key Objectives:

- Build repeatable M&A capability for ultra-lean teams leveraging non-dedicated resources
- Move from ad hoc "every deal feels like the first" to programmatic approach
- Accelerate deal cycles without sacrificing diligence rigor
- Empower team members and stakeholders to apply best practices with consistency

→ Private Equity

Key Objectives:

- Standardize value creation playbooks across portfolio operations
- Accelerate time-to-value on platform acquisitions and bolt-ons
- Build integration capability at portCos without dedicated M&A headcount
- Cross-portfolio visibility into execution gaps, integration debt, and stalled synergies

The Value of M&AOP Across the Organization

M&AOP drives more successful M&A outcomes with fewer resources and higher predictability.

The impact stretches beyond deal ROI.

M&A Leadership (CorpDev / IMO)

- Better results without more resources
- Rationale-anchored decisioning
- Faster deal cycles; more predictability
- Faster stakeholder onboarding

Business Unit Leadership

- Visibility into deal strategy; in the loop for decisions
- Less time in deal project calls and escalations
- Efficient usage of SMEs (PT for M&A)

Executive Leadership

- Visibility into deal strategy and performance
- Value-focused decisioning
- Effective engagement in deal Steercos and fewer escalations

M&A Workstreams

- Less time spent creating deliverables manually, chasing strategy visibility, re-working plans per dependencies
- Positioned to drive alignment within their related functions

Acquired Leaders

- Visibility into integration strategy; in the loop contribute decisions
- Able to run business per deal KPIs
- Positioned to champion objectives within acquired teams



Transform your M&A operations into competitive advantage.

25% Faster Deal Cycles

50% More Concurrent
Deal Capacity

Double Deal
Success Rates

40% More Synergy
Realization

Risks Identified
40% Earlier

Find us: **tigerteammna.com**

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

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

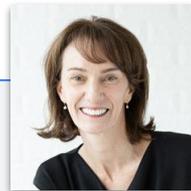
Our Leadership Team



Gwen Pope
Managing Partner

Veteran M&A “generalist” and thought leader, with over 20 years of Fortune 100 transactional experience.

- C-level advisor for inorganic roadmaps and portfolio governance
- Built and led corporate strategy, Product, Tech, GTM M&A functions
- Innovated M&A operational frameworks at Google, Microsoft, eBay, Oracle, and Maersk
- 10 years in enterprise SaaS solution architecture and product strategy



Susan Shaw
Senior Partner

Seasoned executive with over 20 years leading global strategy, operations, and organizational transformation across Google, Deloitte and multiple start-ups.

- Led 30 acquisitions valued at \$12B from deal thesis through integration.
- Recognized for her streamlining executive decision making, cultivating trusted partnerships with stakeholders
- Galvanizes cross-functional teams to achieve operational success.



Tracie Smith
Senior Partner

Seasoned M&A practitioner with over 20 years in commercial operations governance and go-to-market integration.

- Held leadership roles at Maersk, Google, Oracle, and Puppet
- Specialized focus on commercial operations and transformation.
- Legal background, with expertise in negotiation, contracts diligence and risk assessment, and scaled growth strategies for acquired products.

Enabling M&A Excellence: Services Portfolio

Our services elevate deal execution and client capabilities, across the lifecycle

