Televerde
Drive Demand. Generate Revenue. Change Lives.

The Impact of Acquisitions and the Value of Proven Partnerships

If it ain't broke, don't fix it. It's a rule that applies to every successful service provider. But recently, a lot of smaller companies have decided to break with their past and merge with larger counterparts to help them expand market share.

But what about the impact on current clients? Are acquisitions good for them? Or do they get lost in the shuffle?

Acquisitions: Are they always smart moves?

They can reduce choice . . .

MORE THAN **75%**

of U.S. industries have experienced an increase in concentration levels over the last two decades.

cnn.com

While driving up costs . . .

15-50%

rise in M&A prices, with no increase in quality.

CBSNews.com

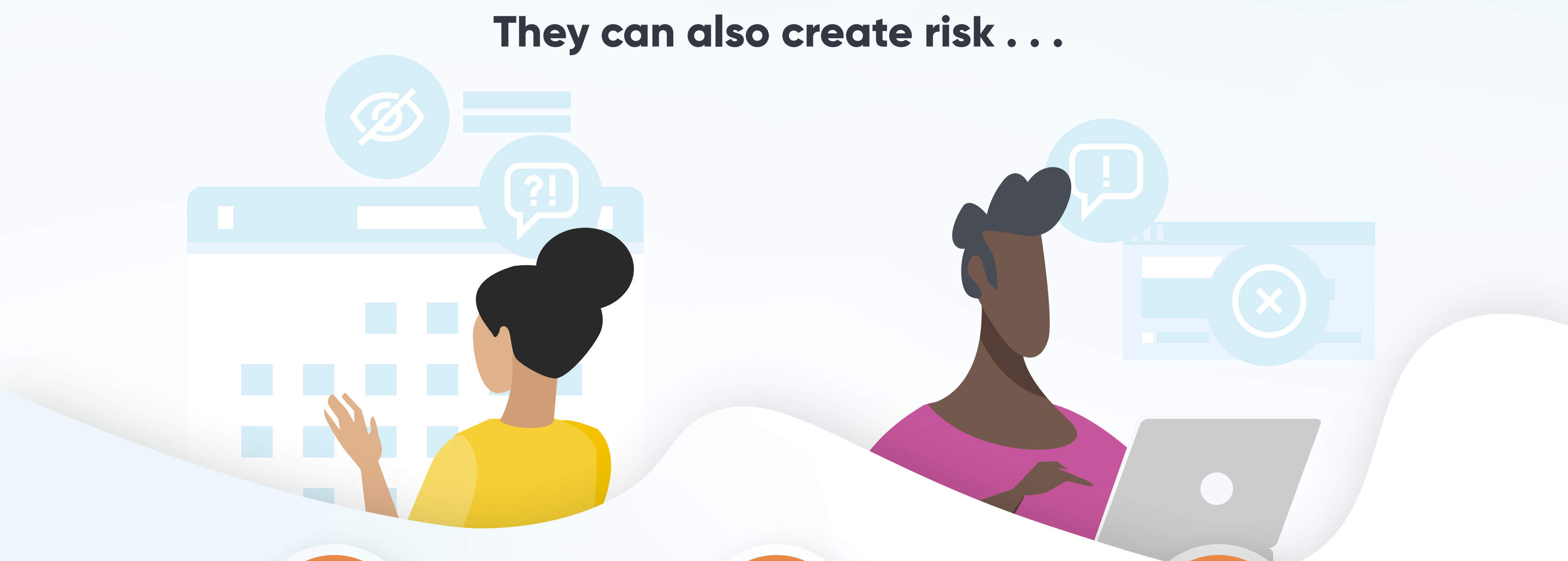
Without benefiting shareholders

MORE THAN **2/3**

of acquisitions fail to create meaningful shareholder value.

Brain

They can also create risk . . .



Integration Risk

Unsuccessful combination of companies with different approaches to business

Culture Risk

Inability to reconcile different corporate cultures, ultimately creating disharmony

Morale Risk

Fostering employee dissatisfaction, damaging performance and customer service

But a stable partnership with a proven service provider can make all the difference.

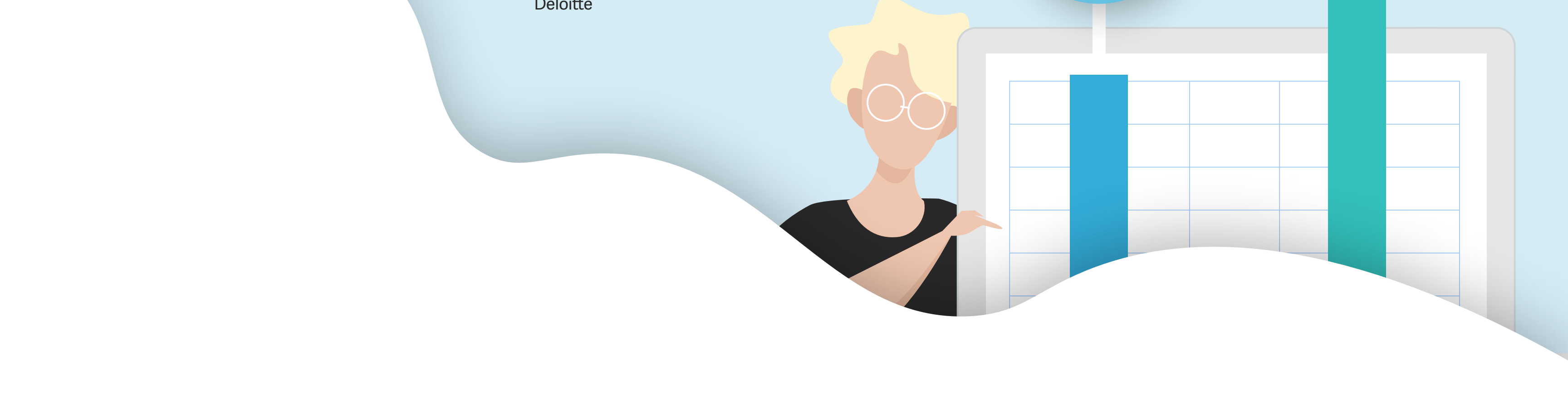
78% say they feel positive about their outsourcing relationships.

smallbizgenius.net

59% say outsourcing is an effective cost cutting tool, and

57% say it helps them focus on their core business.

Deloitte



Why? The right service partner can . . .

01 Add capabilities without long-term fixed costs

02 Provide expertise that's difficult to build organically

03 Offer flexibility in service and engagement models

Want to learn more about the impact of acquisitions?

Contact us today

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