VALUEONSHORE

CASE STUDY

Post Merger Integration (PMI)
For a Medical Devices Company

ABOUT THE CLIENT

- The client is the largest independent medical device company in India and the second
- largest in the surgical consumables market in India.
- Our client focusses on products used in surgical, post-surgical and chronic care, operating across three key markets, India, UK and Rest of the World

BUSINESS CHALLENGES

- The client acquired a company with a complementary market and aimed to integrate business processes, data, and management reporting to achieve merger synergies.
- The client required post-merger support across sales planning, distribution optimization, and GTM strategy.
- Key Focus Areas: Robustness of input data and underlying processes, Shelf-life management, Distribution channel management, Integration and Automation of MIS reporting, Integrate demand forecasting, sales and production volume planning processes

OUR APPROACH

1. Aligned integration goals with process owners and leadership
2. Defined timelines, governance structure, and communication protocols
3. Mapped AS-IS processes across acquirer and target entities
4. Reviewed data robustness to identify commonalities and improvement areas

5 Developed detailed action plans for identified change areas

Designed frameworks to compare qualitative and quantitative options

7 Coordinated closely with teams to track and troubleshoot integration

8 Measured progress against defined integration timelines and milestones

BUSINESS IMPACT & VALUE CREATION

Valueonshore Advisors assisted the organization achieve synergies expected fromthe proposed merger and ensured effective implementation and streamlining of processes of thecombined company. The major impact areas included the following:

- Strategic Management and Executives level Business review
- SOP along with roles and responsibilities design adjustment to suit integrationprocess
- Demand review for integration plan to suit the ultimate objective of organization
- Created complete visibility into volumes & activities of the products
- Presentation to key management personnel and handholding / Trainings to processowners in use of multiple automated templates

ABOUT US

Valueonshore ("VOS") Advisors is a global business advisory firm of Big 4 alumni and industry leaders, supporting financial executives on complex, high-impact matters across accounting, M&A, risk, and managed services. Founded in 2009, the firm has grown to ~400 professionals across the **U.S.**, **India**, and the **UAE**, serving mid-cap and high-growth companies as a trusted partner in navigating complexity and driving value.


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