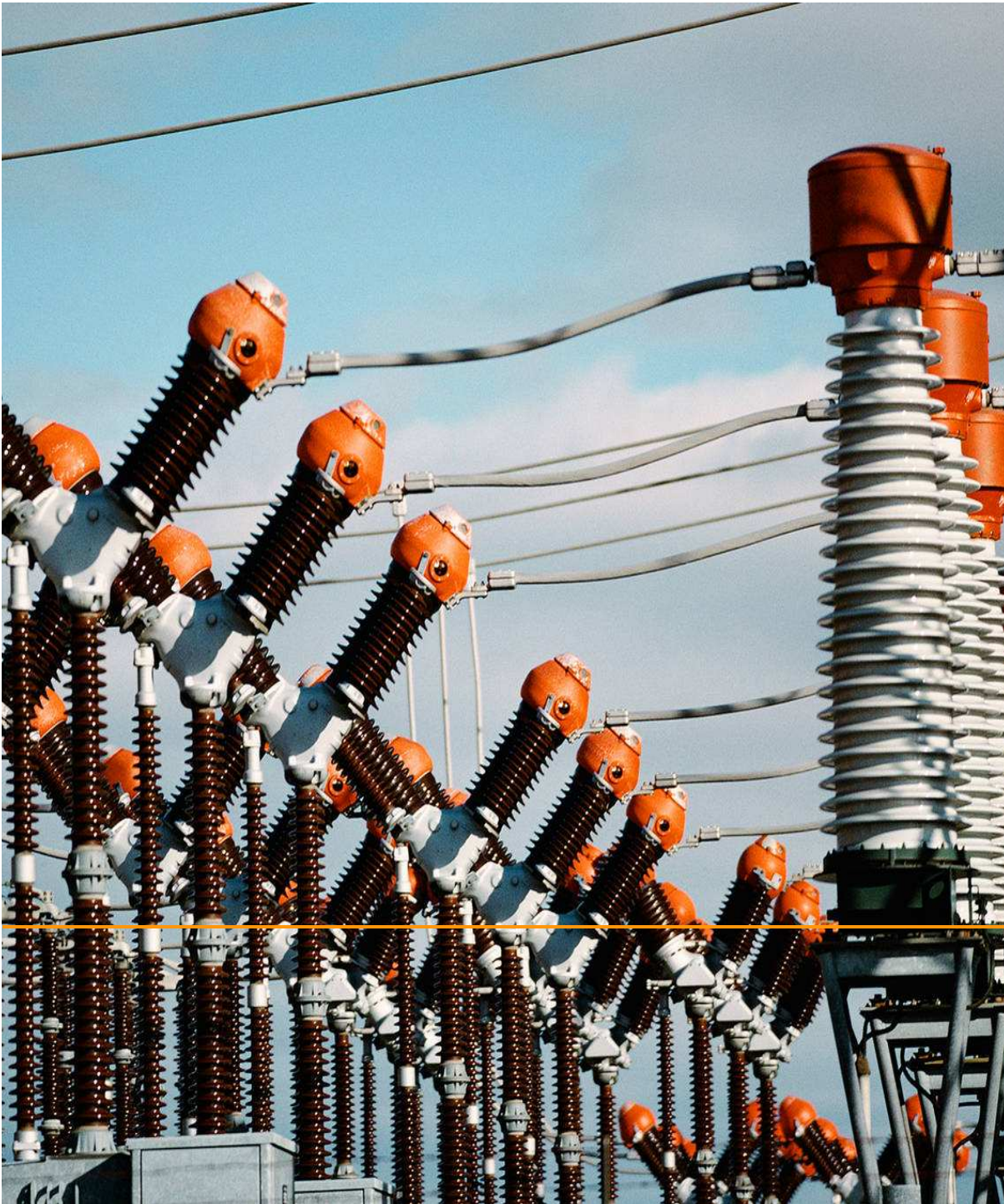


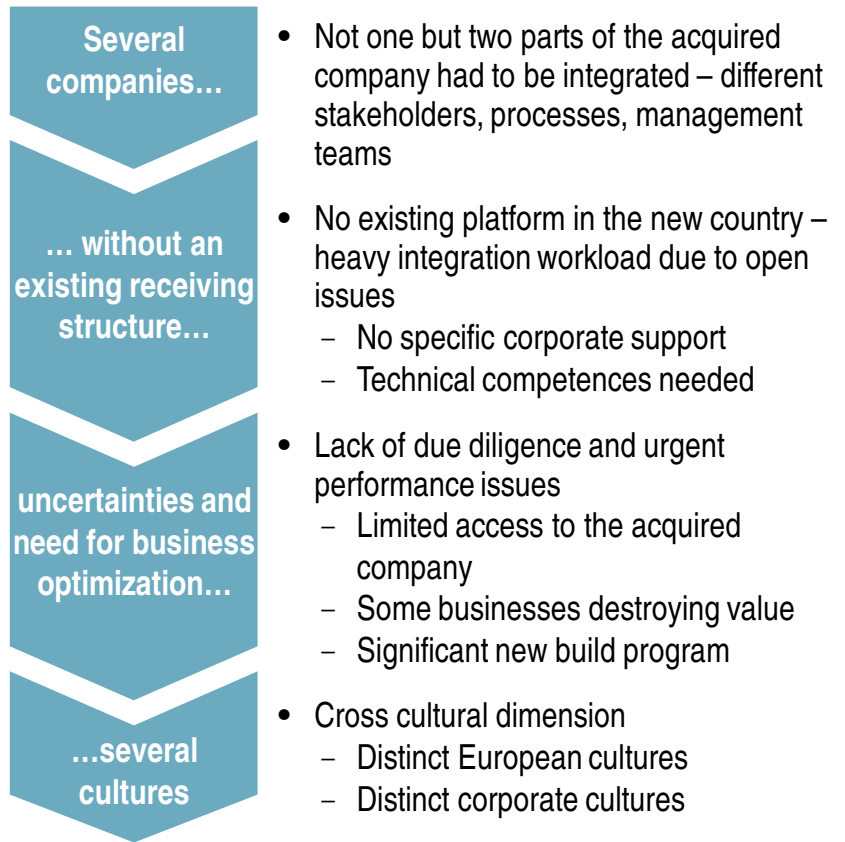
## Cross-border PMI – "On-boarding" phase

Sample project



# RB was assigned to advise a major EU energy company in the integration of a newly acquired utility

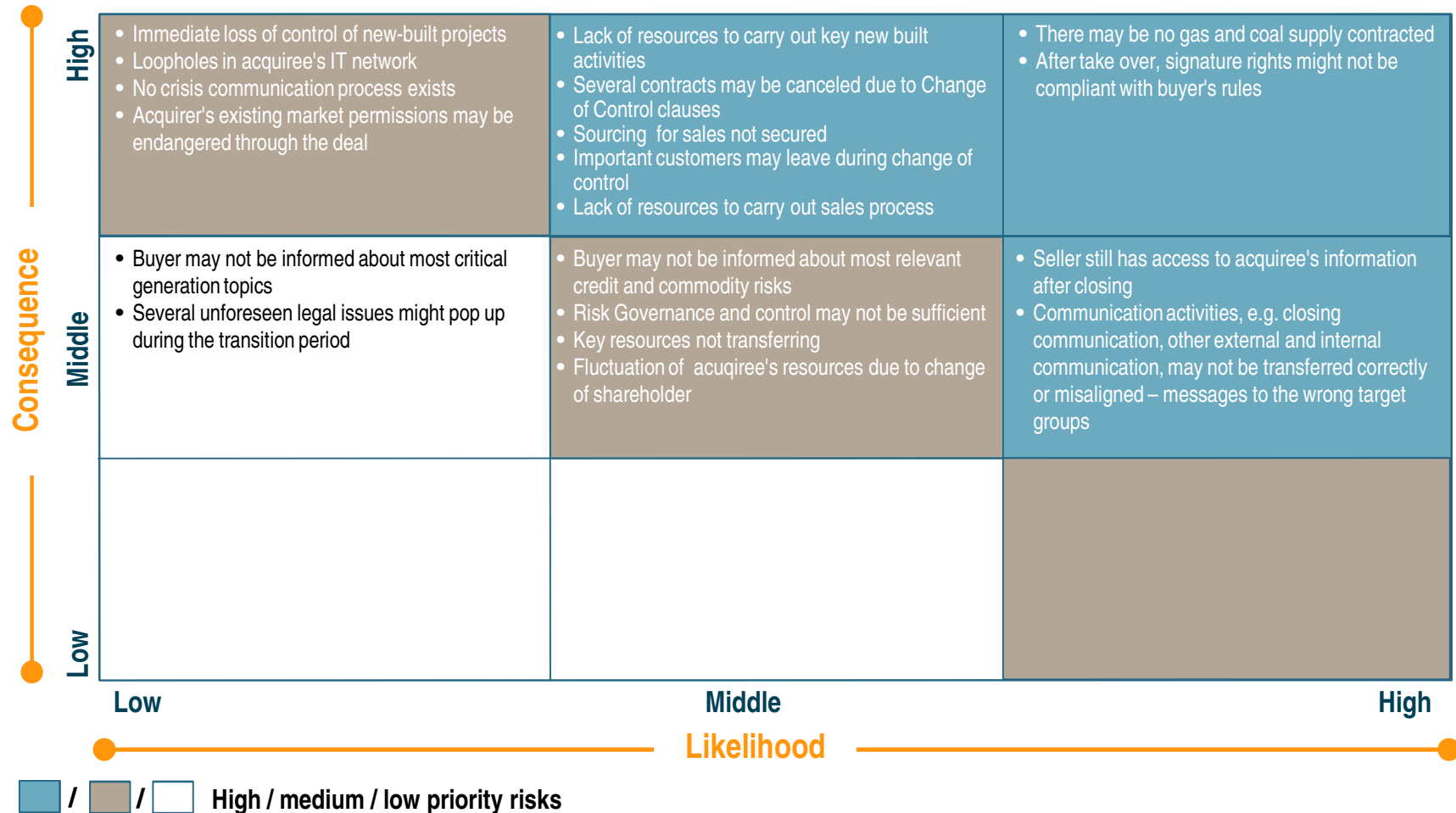
## Initial situation – project challenges



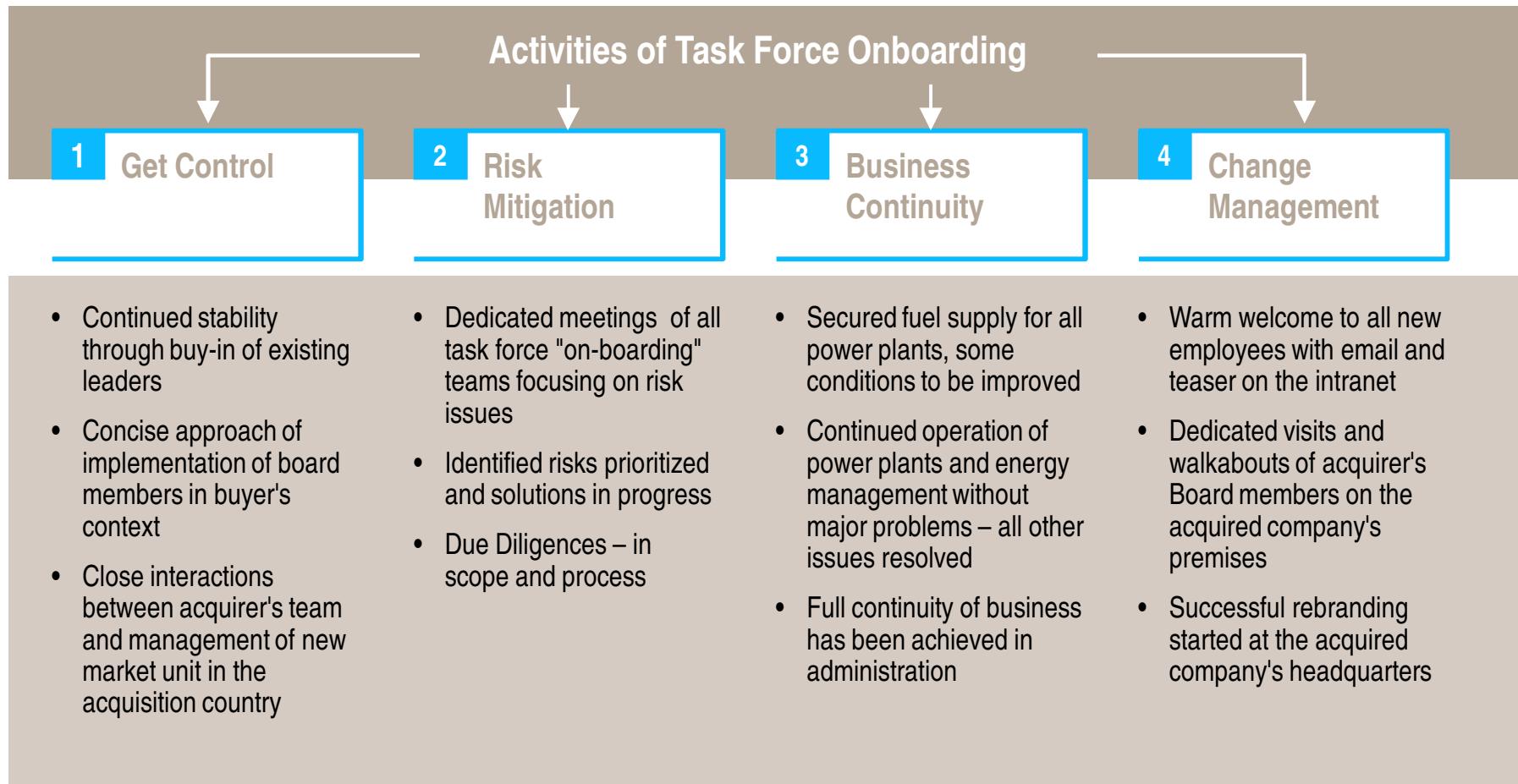
## Project approach – success factors



# A risk analysis helped to tackle the hottest issues during the first weeks after the acquisition



# At the end of the on-boarding phase, major achievements had been made



**We deliver results**

**Roland Berger**  
Strategy Consultants