

Corporate Development M&A Deal Sheet

*\$1B total value of a wide variety of mid-market (\$5 - \$400M)
 Asset, Equity, Carve-Out and JV acquisitions and divestitures.
 Represents personally executed roles and activities*

Acquisition

- US: Integrated public digital marketing websites and advertising company (~\$400 M)
- UK: Integrated multi-national (12 countries) multi-channel dealer tech enablement company into an international B-B IT services division (\$300 - \$350 M)
- Nordic (Finland HQ): Integrated multi-national (6 countries) multi-channel innovative private dealer tech services company
- Asia (Korea, Japan, China): Distributor roll-up integration of a multi-country IT services company
- US: Integrated a pioneer digital marketing website and advertising company
- Canada: Integrated an international (US, Canada) adjacent market IT services company
- Canada: Integrated a cloud-based CRM provider to relace an onsite product
- Portugal: Distributor roll-up integration of an IT services company, merging it with a competitor
- Mexico: Researched automotive dealer tech provider market, selected company, negotiated stock acquisition, acquired and integrated it, operated it with P&L responsibility, expanded within the Latin America region, was instructed to exit the market, found buyer, negotiated and divested
- Switzerland: Distributor roll-up integration of a tri-lingual IT services company
- US: Conversion from alliance to ownership of a financial IT services company
- Middle East (Dubai, Kuwait): Regional distributor roll-up integration of an IT services company
- Portugal: IT services provider carved-out of a dealer group, merged it with a competitor
- US: Integration of a virtual (no head office) digital marketing lead management company
- US: Web-services group carved out of a public digital marketing services company
- US: Integrated a financial IT services company into a new JV
- US: Very advanced digital Business Intelligence company carved-out of a multi-company equity group
- South Africa: Distributor roll-up integration of an IT services company
- US: Tuck-in integration of a CRM virtual company
- US: Niche-product tuck-in carved-out of a dealer group
- US: Tuck-in integration of a financial IT services company
- US: Intellectual property transfer from an application development partner

Company Type	International			US	
	Acq	Divest	Spin IPO	Acq	Divest
Business Intelligence				2	
CRM	1			1	
Digital Marketing				3	
Enterprise Tech	10	1	1		
Financial Tech		1		4	1
Tech IP				1	

Notes:

- Deal size for private companies is proprietary
- Deals listed in descending size
- Underlined locations indicate onsite (versus remote) leadership

Divestiture / Spin

- US: Participated in the initial planning of the \$2B spin of CDK, LLC from ADP, Inc; organized the 57 teams into 7 C-Level programs, and with a co-leader from ADP executed the public company build-out in 8 months concluding with an on-time SEC approval
- UK: Carve-out divestiture of a non-core insurance IT services group from a recent acquisition to a management buy-out
- US: Carve-out divestiture of an immature product from a recently acquired group into a new JV



Related Activities

- **Enterprise Business Transformation**
 - US-IL: Participated in the initial planning of the \$200+ MM global enterprise-wide business transformation; organized 12 C-Level programs of 230 projects, and governed their execution for two years
- **Operational P&L Management, Strategy Development + Execution**
 - Mexico: ADP Latinoamérica subsidiary
 - Canada: Apriso Canada subsidiary
 - US-IL: CDK Global Project Management Center of Excellence Business Unit
- **Corporate Development M&A Best Practices + Tools**
 - Organized, planned and led global Corporate Development deal integrations + divestitures
 - Researched, designed, developed and configured a professional Deal Project Management process and advanced tools to enhance project consistency and deal integration quality
 - Included: hybrid-agile methodology, target/consultant data rooms, scope management tools, data-marts, issues/risks tracking, and an ROI Review process with multi-level Executive dashboards covering IRR, Valuations and Key Stats tracking to satisfy all stakeholders
 - Implemented using MS Enterprise Project Server, Excel BI, and Extranet (partner/target access) and Intranet SharePoint
 - Successfully defended a corporate internal audit of these industry benchmarked best practices

**Global Catalyst for Change
Strategic Thinking Expert
Innovator & Chaos Resolver
Leader with Integrity**

Seasoned, Skilled and Results Focused Professional
Best Practices Consultant + Implementer in Multiple Disciplines
Versatile, Effective, Creative, Thorough
Inspiring and Empowering, Tenacious yet Flexible Collaborator

<https://www.linkedin.com/in/roman-wasylyevych-pmp>