

Managing Successful Strategic Projects

Interim Strategic Project Assignments:

- Project management and support for acquisitions, disposals, exits, integrations, start-ups, funding proposals, tenders, grant applications and business change projects
- Helping businesses to identify, research, plan and execute growth opportunities
- Business and industry research and analysis

About Isagon:

Isagon assists clients by providing experienced business project management resource on an interim basis to define, plan, manage and execute strategic projects successfully.

Example strategic projects:

- Mergers & Acquisitions
- Carve-outs/Disposals/Divestments
- Researching new products and markets
- Market scanning for acquisition targeting
- Data room set-up, management and Q&A
- Early stage business plans
- Post-deal business integration
- Start-ups, Joint Ventures, Alliances
- Customer insight & competitor intelligence
- Commercial due diligence
- Grant applications & Competitive tenders
- Funding proposals

“Any M&A project takes significant effort and focus to complete, whether buying or selling. It can result in management being significantly distracted from their main roles of running the business during the deal process, threatening a drop off in results which may in turn directly impact the deal. This is just the beginning - real effort comes in the post deal integration process. By utilising dedicated specialist project resource businesses ensure the successful delivery of strategic projects, thereby maximising the outcome and impact.”

About Graham Hart:

Graham's experience in strategy and corporate development spans over 20 years, specialising in business media, information, content, software, data & analytics notably with IRIS Software Group and Reed Business Information (RELX plc). Graham held responsibility for strategy, business development, innovation and M&A including strategic partnership development and investments. M&A projects focussed on mid-market sized deals ranging from £5m to £50m in value for trade and Private Equity transactions. Graham was also hired as a specialist due diligence and transactions advisor to the UK Department for Business for a £3.2bln Government grants programme.

Graham has led M&A projects through all stages of the deal lifecycle from origination, due diligence, data room management, Q&A flows and contract negotiation to the planning and management of post-merger integration. Graham has project management experience of Private Equity buy-outs and has co-ordinated a number of strategic projects with teams from top-tier strategy houses

Graham has the experience and knowledge to embed himself within a client's management team for the duration of a deal project. He is an accomplished leader of cross-functional teams. Not only will he co-ordinate with the external advisors, but he will also ensure the management team is appropriately engaged on dealing with deal risks and issues as they arise and have the information it needs to make informed decisions. Graham has a demonstrable track record reporting directly to CEOs, CFOs and to Board Level. Graham has an MBA from Warwick Business School.