

# Equity and M&A

## Our Expertise



**Gallagher**

Insurance | Risk Management | Consulting

The Gallagher Equity and M&A team has experience that covers the entire mergers and acquisitions spectrum, including private equity, venture capital, growth equity and buyouts.

Our expertise includes fund protection, transactional support, portfolio management, integration, transactional risk and deal readiness — we are your complete M&A team. Our goal is to ensure the absolute protection of your business assets through every step of the process, while helping you remain competitive in today's ever-changing risk environment.



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## COMMERCIAL INSURANCE & RISK MANAGEMENT

## BENEFITS & HR CONSULTING

### FUND PROTECTION



- General partnership liability
- Professional liability / E&O
- Dedicated coverage to the PE firm/fund
- Outside directorship liability
- Office exposures

- Portfolio value creation
- Human capital fiduciary risk assessment
- Due diligence liabilities
- Fund benefit solutions
- Executive benefit solutions

### TRANSACTION SUPPORT



- Property & casualty due diligence
- Detailed review of insurance policies
- Pre & post-close insurance cost pro-forma
- Identification of uncovered liabilities
- Verify exposure base / census
- Benchmark analysis
- Policy structure review
- Identification of one-time insurance cost
- Uninsured & uninsurable risks

- Human capital due diligence
- Closing and post close transition matters
- Analysis of current health and welfare plans
- Retirement and pension benefits review
- Pension valuation and termination costs
- Compliance and fiduciary review and remediation
- Systems, administration and HR operations review
- International liabilities
- Executive compensation and incentive plans

### PORTFOLIO MANAGEMENT



- Market leverage strategies
- Alignment of ownership goals
- Collateral issues
- Portfolio benchmarking
- Carrier portfolio programs
- Alternative risk financing

- Health and welfare benefits aggregation programs
- Cost mitigation through health care informatics
- Pharmacy coalition and PBM contract negotiations
- Retirement solutions
- Technology solutions
- Gallagher Marketplace

### INTEGRATION



- CORE360™ service strategy
- Post close program optimization
- Exceptional day-to-day service
- Client advantage programs
- Claims management expertise
- Insurance program optimization
- Contract liability review
- Exposure analytics
- Loss control / prevention

- Work force evaluation of acquired company
- Benchmarking and gap analysis
- Harmonization of health and welfare and retirement plans
- Cost mitigation strategies
- Employee participation and contribution
- COPS assessment of acquisitions - culture, offerings, people and systems
- Talent attraction and retention
- Compliance and ACA requirements
- Messaging and communication tools for optimal engagement
- Systems integration and streamlined administration

### TRANSACTIONAL RISK & DEAL READINESS



- Representations & warranties
- Contingent liability
- Tax liability
- Environmental
- Tail liability
- Unfunded exposures review
- Prospectus liability (IPO)
- Vendor insurance validation report

- Reverse due diligence for M&A readiness
- Work force evaluation of current company
- COPS assessment of current company
- Comprehensive divestiture strategy
- Showcasing HR programs that optimize deal value
- Data management and approach to disclosures
- Business continuity
- Targeted retention rewards for key talent
- Transition services