



## Access Information Management: A 4-Year Partnership of Transformative Integration

Over a 4-year contract, Access Information Management (AIM) partnered with AcquireTek to supercharge its acquisition integration process. AIM, on an ambitious growth trajectory, acquired over 120 businesses—ranging from \$10 million to \$100 million each—and needed to ensure that every new addition seamlessly merged into their corporate structure.

### The Challenge

AIM's rapid expansion meant that integrating a diverse portfolio of over 120 businesses posed significant challenges:

- **Diversity of Operations:** Each acquisition came with its own unique systems, cultures, and operational nuances.
- **Resource Constraints:** AIM needed specialized M&A talent to handle complex integration tasks while keeping their internal team focused on core business operations.
- **Synergy Realization:** Capturing and exceeding the anticipated synergies from each acquisition required expert oversight and a structured integration approach.

### The Approach

AcquireTek stepped in with a tailored solution designed to meet these challenges head-on:

- **Experienced M&A Talent:** AcquireTek provided a dedicated team of seasoned professionals who were "plugged into" AIM's existing corporate acquisition integration process, ensuring a smooth and coordinated merger for each new business.
- **Executive M&A Advisement:** As part of the contract, AIM received direct advisement from AcquireTek's CEO, offering strategic insights and executive-level guidance to keep integration initiatives aligned with long-term business objectives.
- **Structured Integration Process:** Utilizing a proven playbook, AcquireTek's team customized integration plans for each acquisition, ensuring that all operational, cultural, and strategic elements were seamlessly merged.

### The Transformation

The results of this partnership were nothing short of transformative:

- **Seamless Integration Across 120+ Acquisitions:** Every business, regardless of its size, was integrated into AIM's corporate framework with precision and efficiency.
- **Enhanced Synergy Realization:** With expert guidance and a structured process, AIM not only met but exceeded their synergy targets, turning complex integrations into strategic growth opportunities.
- **Scalable Success Model:** The collaborative effort between AIM's internal M&A team and AcquireTek's experienced professionals established a replicable blueprint for future acquisitions, driving operational excellence and sustainable expansion.