



Brink's & Dunbar: A Transformative Integration Triumph

In a strategic move valued at \$450 million, Brink's acquired Dunbar and set out to elevate its operational excellence by integrating Dunbar's Armored Car division. In just 18 months, AcquireTek's expertise helped Brink's seamlessly merge operations across 90 locations, serving 900 customers and reaching 9,000 customer sites—a true testament to what dedicated M&A excellence can achieve.

The Challenge

Brink's faced a complex integration challenge: the Armored Car division, spanning an extensive network of locations and a diverse customer base, needed to be unified under one efficient operating model. The due diligence forecast provided a baseline for expected synergies, but the ambition was always too far exceed those expectations.

The Approach

Brink's partnered with AcquireTek, leveraging a combination of proven strategies and hands-on expertise:

- **M&A Experienced Talent:** A specialized team of M&A experts was deployed to navigate the intricate challenges of this large-scale integration. Their deep industry knowledge and strategic insights were instrumental in driving the process forward.
- **AcquireTek Playbook Process:** By implementing a rigorously tested playbook, AcquireTek ensured that every phase of the integration was meticulously planned and executed. This structured approach provided clear milestones, effective risk mitigation, and agile responses to evolving challenges.
- **Structured Organizational Setup:** Working directly with each functional unit, from operations to customer service, AcquireTek established a robust organizational structure that facilitated seamless communication and coordination across the board.

The Transformation

Over an 18-month period, integration produced remarkable results:

- **Comprehensive Integration:** All aspects of Dunbar's Armored Car division were fully merged with Brink's operational framework, uniting over 90 locations, and aligning 900 customers across 9,000 customer sites.
- **Synergy Realization:** The integration not only met initial expectations but surpassed the realizing synergies that were 78% higher than the due diligence forecast.
- **Enhanced Operational Efficiency:** The structured, hands-on approach led to faster decision-making, streamlined processes, and a stronger, more resilient operational model that positioned Brink's for future growth.