

Mergers and acquisitions in higher education

KPMG deal advisory & strategy



Bracing for change

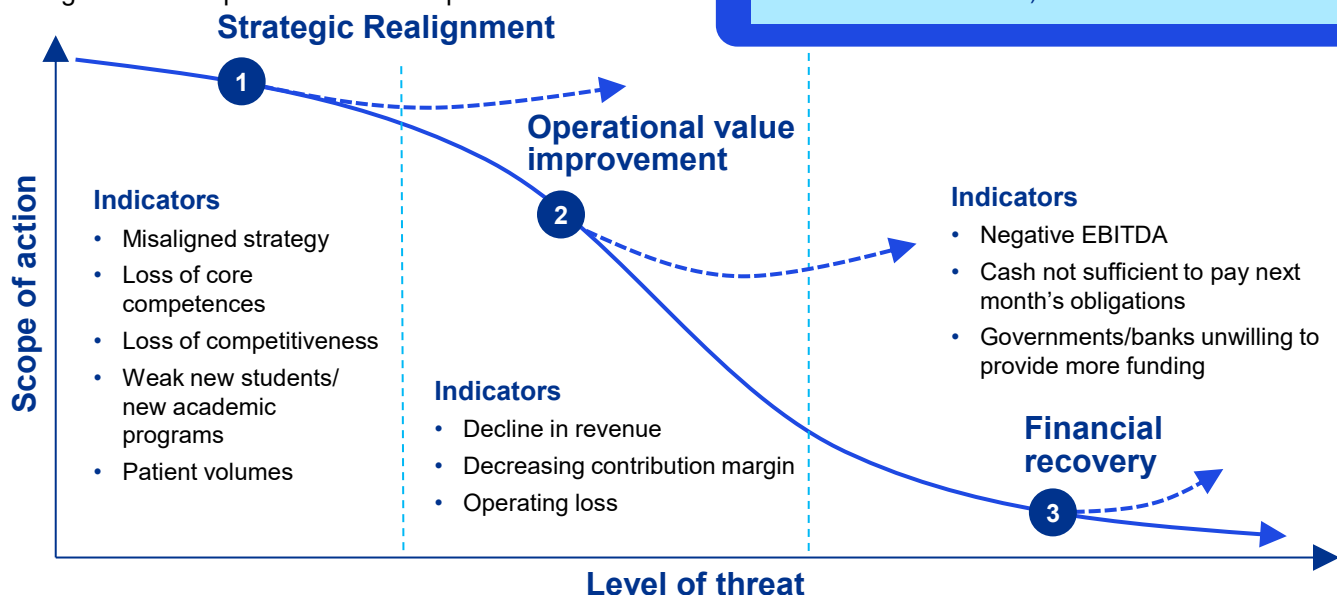
Executive orders and federal policy shifts have significantly changed the landscape for higher education institutions and academic medical centers in ways that cannot be ignored. In the face of these changes, along with declining enrollments, rising operational costs, changes in policy, and the pressure to provide end-to-end delivery capabilities, institutions are seeking new and creative ways to preserve and strengthen their missions.

M&A as a strategic lever

To position themselves for strategic growth, some institutions have begun exploring mergers and acquisitions (M&A) as a strategic way to help ensure institutional sustainability, consolidate resources, and provide a more complete student experience.

KPMG is a leader in M&A advisory

Our Deal Advisory teams support institutions in addressing different situations with a focus on strategic realignment and operational value improvement.



1 Strategic realignment

- Adapt operations to new functional strategies to sustain competitive position
- Refocus on sustainably growing academic programs and enrollment segments

2 Operational value improvement

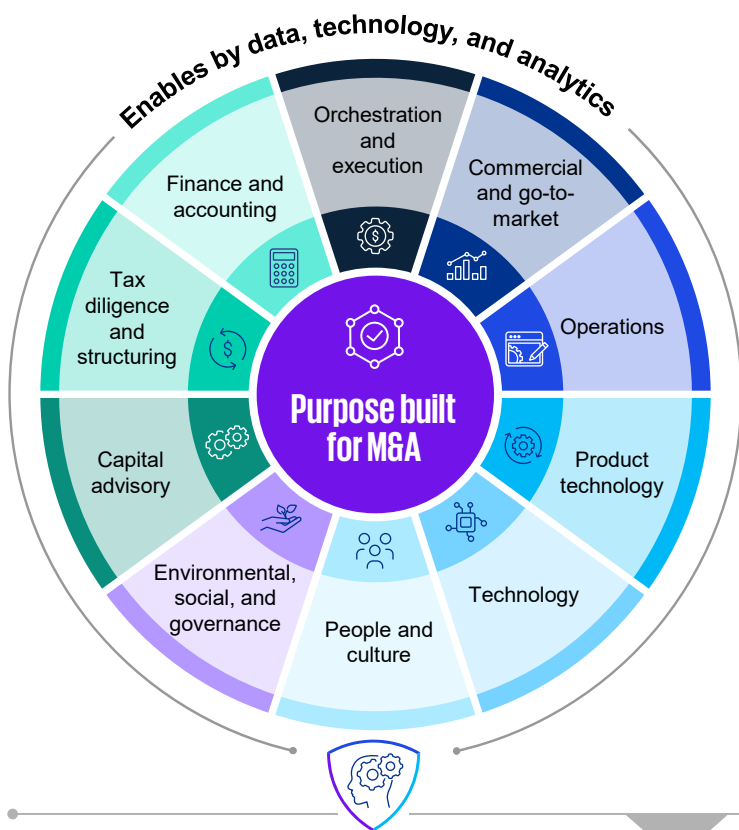
- Streamline organization to reduce selling, general, and administrative costs
- Help optimize financing and tax structure to release cash

3 Financial recovery

- Divest assets to free up cash
- Initiate short-term cost reduction measures (e.g., demand reduction, supplier negotiation, headcount reductions)

We bring integrated capabilities and efficient orchestration to create greater client value

Integrated diligence and assessment capabilities driven by KPMG proprietary analytics help increase speed-to-insights and value capture.



What it means

Alignment of activities and capabilities around key deal value drivers

Coordination of functional capabilities across all aspects of the deal

Synthesis of information, insights, and output into your format/model

How we do it

A “deal architect” model – Single point of communication, accountability, and truth

Frictionless teaming – All of our capabilities reside under a single M&A roof

Issue-based training – Focusing our professionals on what's at stake

Client value

- Integrated information and analytics
- A single source of truth for data
- Continuity from predeal to postdeal phases (and between deals)
- Greater clarity in accountability and outcomes
- A better overall experience

Expected outcomes

- Activities focus on value drivers underpinning investment thesis
- Value creation plan aligned to investment thesis delivery
- Reduced value leakage

Contact us ▶



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