

November 4 -5 | W Dallas – Victory Hotel | Dallas, TX

MONDAY, NOVEMBER, 4TH

5:00 – 7:00 PM

OPENING RECEPTION

W Dallas - Victory, Cook Hall Restaurant (1st Floor)

TUESDAY, NOVEMBER, 5TH

8:30 – 9:15 AM

NETWORKING BREAKFAST

9:15 – 10:30 AM

OPENING KEYNOTE

A Macroeconomic Outlook & the Impact on Corporate M&A Trends

The Summit's opening Keynote will discuss the current state of the economy's impact on the world of corporate M&A dealmaking.

SPEAKER

- Gus Faucher - Senior Vice President and Chief Economist, The PNC Financial Services Group

10:30 – 10:40 AM

BREAK

10:40 – 11:35 AM

BREAKOUT SESSION

Everything You Want to Know About Insurance But Were Afraid to Ask

This in-depth panel discussion will pertain to the increasing importance of corporate transactional risk assessment and management, including Reqs and Warranties insurance and cyber considerations.

MODERATOR

- Adam Boscoe -
Director of Corporate
Development, Trimble

SPEAKERS

- Sarah Mitchell - Counsel, Vinson & Elkins
- Matt Wiener - Senior VP, AON
- Grant Copeland - EVP of Business
Development and M&A, Prime
Communications

TUESDAY, NOVEMBER, 5TH CONTINUED

10:40 – 11:35 AM

BREAKOUT SESSION

Lessons Learned on the Road to Successful Deals.

Seasoned strategic acquirers share lessons learned from their most successful deals and pitfalls from ones that went awry. Learn how to position your deals for success and monitor performance through KPIs and other metrics

MODERATOR:

- John Iwanski - Executive Managing Director, Riveron

SPEAKERS:

- Abe Minkara - Managing Director, Mark Cuban Companies
- Mark Dauenhauer - Director, Mergers and Acquisitions, The Dow Chemical Company

11:35 – 11:45 AM

BREAK

11:45 – 12:15 PM

ROUND TABLE DISCUSSIONS

Continue the Conversation

- Topics: 1) Everything You Want to Know About Insurance But Were Afraid to Ask
 2) Lessons Learned on the Road to Successful Deals
 3) Cyber Security
 4) Acquisition Integration Challenges and Solutions

12:15 – 1:15 PM

NETWORKING LUNCH

1:15 – 2:10 PM

BREAKOUT SESSION

Divestitures: Knowing When to Sell and How to Find the Right Buyer

Serial sellers and buyers of divestitures will share insight to successful divestiture transactions. Learn how to identify the right time to sell, create standalone cost check lists and execute successful Transition Service Agreements (TSAs).

MODERATOR

- Bill Watkins - Managing Director, Harris Williams

SPEAKERS

- Ari J. Silverman - Co-founder and Partner, Lion Equity Partners
- Doug Cullen - Chief Marketing Officer, Head of Corporate Strategy, Merrill Corporation
- Chandradev Mehta - Director, Strategic Planning and Transactions, LyondellBasell Industries

TUESDAY, NOVEMBER, 5TH CONTINUED

1:15 – 2:10 PM

BREAKOUT SESSION

Multinational Deals: Managing Across Borders to Ensure a Successful Outcome

Successful international strategic acquirers will share lessons learned and tactical best practices when executing complex cross-border transactions, including risk assessment, navigating across jurisdictions and overcoming cultural obstacles.

MODERATOR

- Carlos Ferreira - Advisory Practice Leader, Northeast Region, Transaction Services Partner, Grant Thornton

SPEAKER

- Robin Sitver - Vice President, Global Business Development, Diabetes Care at Johnson & Johnson

2:10 – 2:40 PM

ROUND TABLE DISCUSSIONS

Continue the Conversation

Topics: 1) Divestitures: Knowing When to Sell and How to Find the Right Buyer
 2) Multinational Deals: Managing Across Borders to Ensure a Successful Outcome

2:40 – 3:00 PM

BREAK

3:00 – 3:55 PM

BREAKOUT SESSION

Value of Being a Strategic Buyer Against Competition

Identify and leverage the value of being a strategic buyer. Creating and executing successful strategies around efficient capital allocation, origination and competing against private equity will be discussed.

MODERATOR

- Kathryn Mulligan - Editor-in-Chief, *Middle Market Growth Magazine*

SPEAKERS

- Ian Bone - Senior Director of Corporate Development, Save A Lot
- Andrew Fulford - Vice President of Corporate Development, HBM Holdings
- Kolby Jones - Regional Director of Acquisitions, Yesway

TUESDAY, NOVEMBER, 5TH CONTINUED

3:00 – 3:55 PM

BREAKOUT SESSION**Deal Teams: Creating the Right Team**

Top corporate development and integration professionals will educate on the value of understanding multiple touch points of a deal, how it enhances the creation of collaborative deal teams, and optimizes the entire deal life cycle.

MODERATOR

- Angie MacPhee - Partner, Baker Tilly

SPEAKERS

- Kate Anissimov - Corporate Development and Strategy, Twitter
- Pat Belotti - Director, M&A Venture Integration, Microsoft
- Lisa Stewart - Senior Real Estate Manager, Venture Integration, Microsoft

4:00 – 5:30 PM

EVENING RECEPTION

5:30 – 9:00 PM

CLOSING KEYNOTE AND DINNER

Relax after a busy day of programming and networking at the Summit's closing keynote dinner with Emmitt Smith, Pro Football Hall of Fame Running Back, Businessman and Entrepreneur.

MODERATOR

- Martin Okner - Chairman, ACG Global Board of Directors, and President and COO, dpHUE

SPEAKER

- Emmitt Smith - Pro Football Hall of Fame Running Back, Businessman and Entrepreneur

WEDNESDAY, NOVEMBER, 6TH

8:00 AM

DEPARTURE