



WEST MONROE PARTNERS

Merger and Acquisition Services

With extensive experience, proven due diligence and integration management approaches, and capabilities that span all facets of organizational integration, West Monroe Partners is the partner that can help you see your deal from negotiation and planning to successful post-close execution.

“West Monroe Partners did a great job with the Integration of Kansas City Power & Light and Aquila. Leveraging its strategy, planning, and project management expertise, we were able to execute a seamless integration of our IT organizations and successfully support our businesses.”

– CHUCK TICKLES, Vice President of IT | Kansas City Power & Light

“West Monroe Partners did a great job. The team was an excellent fit with our team, and their guidance and patience were exemplary. We appreciated West Monroe Partners’ ability to deal with our budget challenges and will look to partner again in the future.”


– KATHY WOHLFORD, Chief Administrative Officer | County Bank

Delivering the value your stakeholders expect.

Pricing power. Cost reduction. Competitive strength. Economies of scale. Expansion into new markets. Your organization has committed to deliver value through a merger or acquisition. Are you confident you can deliver?

In an age of increased litigation, compliance, and public exposure, no sponsor wants to bring a “bad deal” to its investors. Not only must you be thorough in your due diligence, including looking closely at the operations of your acquisition. You also must overcome some significant challenges associated with integrating the operations of two separate companies:

- Achieving consensus on future state strategy, business process, and IT systems
- Meeting the terms of your transition services agreement (TSA)
- Finding the right expertise and resources to plan, manage, and execute the transition
- Addressing any regulatory issues adequately
- Managing the post-close integration without disrupting business or adversely impacting customers

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| <p>Great Plains Energy and its subsidiary,</p>  <p>acquired</p>  <p>Aquila Providing Energy For Better Living™</p> <p>an electricity and natural gas utility company</p> <p>in July 2008 for \$1.7 billion</p> <p>West Monroe Partners performed pre-bid valuation, IT due diligence and post-close integration services on behalf of Great Plains Energy</p>  <p>WEST MONROE PARTNERS</p> |  <p>acquired</p> <p>the Logistics Division of</p>  <p>the divested transportation solutions business of North American Van Lines, Inc. to form</p>  <p>in July 2005</p> <p>West Monroe Partners performed IT and operational due diligence services and post-close carve-out planning and execution on behalf of Lake Capital</p>  <p>WEST MONROE PARTNERS</p> |  <p>acquired</p>  <p>aircraft component and assembly manufacturers and combined them to form Aerostructures Acquisition LLC</p> <p>in March 2007</p> <p>West Monroe Partners performed IT and operational due diligence and post-close integration services on behalf of Graham Partners</p>  <p>WEST MONROE PARTNERS</p> |
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To deliver the value your stakeholders expect, you must establish a shared vision, committed leadership, employee participation, organizational integration, measured performance—above all, a commitment to change. Your ability to accomplish these milestones and associated synergies in the first year will have a strong bearing on long-term success.

A proven integration management approach.

West Monroe Partners can help—with a proven integration management approach that:

- Delivers thorough operational and IT due diligence
- Assesses strategy, process, people and technology across both organizations
- Identifies opportunities and synergies, complete with quantification and timing
- Prioritizes and executes strategies for the combined organization
- Negotiates a favorable TSA with the seller
- Optimizes business processes for a more effective and efficient combined organization
- Prepares the organizations for change
- Establishes a transition management office
- Manages a myriad of activities to integrate operations, fulfill TSA and capture synergies
- Optimizes operations for the future once the integration is stabilized

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| <p>CI CAPITAL PARTNERS</p> <p>invested in</p>  <p>MERITAIN™ HEALTH</p> <p>(formerly North American Health Plans) a third party administrator of corporate self-funded health plans</p> <p>in December 2004</p> <p>West Monroe Partners performed IT and operational due diligence services on behalf of CI Capital Partners (formerly Caxton-Iseman Capital)</p>  <p>WEST MONROE PARTNERS</p> |  <p>Washington Mutual</p> <p>acquired</p> <p>COMMERCIAL CAPITAL BANCORP, INC. (CCB)</p> <p>an Irvine, California-based diversified financial services organization specializing in commercial lending</p> <p>in October 2006 for \$983 million</p> <p>West Monroe Partners performed post-close integration services on behalf of Washington Mutual</p>  <p>WEST MONROE PARTNERS</p> |  <p>PLY GEM</p> <p>a portfolio company of CI Capital Partners (formerly Caxton-Iseman Capital)</p> <p>acquired a division of</p>  <p>ALCOA</p> <p>Alcoa Home Exteriors, Inc., a manufacturer of vinyl siding, shutters and accessories; a division of Alcoa Inc.</p> <p>in October 2006 for \$305 million</p> <p>West Monroe Partners performed IT due diligence and post-close carve out and integration services on behalf of Ply Gem Holdings</p>  <p>WEST MONROE PARTNERS</p> |
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The right partner makes the difference.

West Monroe Partners has worked on more than 250 merger and acquisition transactions with more than 50 strategic and financial buyers, providing pre-close IT due diligence, post-close planning, and organizational integration services. We understand the complexities and the keys to effective planning. We also understand your need to complete the transaction and integration in a timely, efficient manner and can:

- Advise on, implement, and manage important pre- and post-close activities
- Support both integration strategy and execution
- Provide skilled resources to complement your team
- Employ proven planning and project management capabilities to ensure on-time and on-budget delivery
- Facilitate effective communication, build consensus and maintain strong working relationships among parties throughout the transition

WEST MONROE PARTNERS
AIM METHODOLOGY

Advise SM

Implement

Manage

Merging two dynamic organizations involves a multitude of details and many interdependent activities. Working with one partner that can address and coordinate the breadth of issues involved reduces complexity—enabling you to focus on managing an efficient and seamless integration, while building an effective business foundation for the future.

That's business in the right direction.



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