EFCG

QUANTITATIVE INTEGRATION ANALYSIS

Know whether integration is working before the financials tell the story.

QIA helps leaders measure how effectively teams, acquisitions, and business units are integrating, using the operational data firms already generate every day. By analyzing project staffing, communication patterns, and organizational structure, QIA identifies **collaboration gaps, integration risks, and operational friction months before those issues appear in financial results**.

Built for technology and operations leaders who need measurable insight into organizational performance, integration progress, and value creation.

01 WHY QIA

i. **Detect integration risk early**
Identify integration drift, communication breakdowns, and organizational silos before they impact performance.

ii. **Measure real collaboration**
See whether teams, offices, and acquisitions are actually working together across the organization.

iii. **Prioritize the right actions**
Focus leadership attention on the areas, teams, and relationships with the greatest impact on integration success.

iv. **Benchmark progress over time**
Track integration momentum using EFCG's proprietary industry benchmarks and integration metrics.

v. **Use data you already have**
Leverage existing operational and communication data without adding surveys, tracking tools, or new systems.

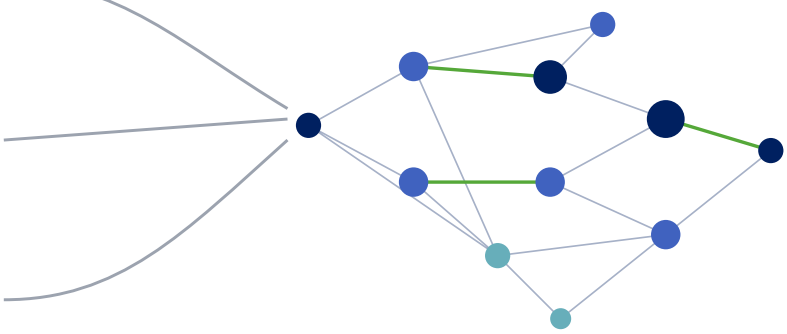
02 HOW IT WORKS

Network of Work
Project staffing and timesheet data reveal who works together across teams, offices, and clients.

Network of Communications
Email and chat metadata show how information flows internally and how client relationships are kept.

Organizational Structure
Reporting relationships and span-of-control data highlight structural complexity and organizational health.

QIA OUTPUT
A quantified picture of how your organization actually works



03 WHERE QIA APPLIES

POST-ACQUISITION INTEGRATION	Measure whether acquired teams are integrating effectively and identify where leadership intervention is needed.
DUE DILIGENCE	Reveal organizational overlap, key-person dependency, and operational risk before a transaction closes.
OPERATIONS	Identify structural bottlenecks, collaboration gaps, and the individuals holding critical workflows together.
SALES STRATEGY & MARKETS	Track how client and market relationships evolve over time, including cross-selling and strategic account engagement.
ORGANIZATIONAL DESIGN	Evaluate span of control, reporting structures, workforce alignment, and organizational complexity.
SELL-SIDE PREPARATION	Demonstrate organizational health, reduce operational risk, and strengthen the equity story ahead of a transaction.

04 WHY IT MATTERS

EARLIER SIGNAL
Detect organizational and integration issues months before financial results expose them.

GRANULAR INSIGHT
Move beyond anecdotal feedback to measurable, organization-wide evidence.

DEFENSIBLE BENCHMARKS
Compare integration progress and organizational connectivity against industry peer data.