



M&A Due Diligence Tips for HazCom and Regulatory Professionals

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Presenter biography

Sonia Razzaque stumbled into Product Stewardship (PS) 24 years ago and is eternally thankful to the Career Gods that she did. Her career has spanned Dow Chemical, Huntsman, Univar, Celanese, and most recently, Michelman where she serves as the VP of Regulatory Compliance & Product Stewardship.

An ardent proponent of PS, she thrives on demystifying this part-science-part-art craft and extolling its virtues to anyone who will listen - a passion which has landed her speaking engagements at various PS/ regulatory conferences.

She is a 7-time “M&A survivor” and is considering therapy to overcome the PTSD she has experienced from working on those projects.



Presentation abstract

Companies merge with or acquire another company with the intent to grow quickly by gaining competitive advantages, increasing market share, or optimizing supply chains. The payoff from a successfully executed Merger or Acquisition is immediate and long-term strategic value of the resulting entity.

Realization of this goal is contingent on the ability to seamlessly sell products and maintain or increase business momentum post M&A. Unfortunately, chemical regulatory compliance and product stewardship elements are often blind spots in the pre-M&A due diligence phase and can result in Sales and Supply Chain disruptions. More importantly, following a merger or acquisition, the resulting entity or buyer respectively takes on legal responsibility and criminal liability for any non-compliance which took place prior to the transaction so inadequate due diligence in this area can have severe negative implications and cause reputational damage.

Mergers and acquisitions (M&A) are fast-paced, high-stakes, complex, time-intensive events and it is imperative for Regulatory professionals to be prepared to navigate this terrain effectively to maximize the return on investment (ROI) of these transactions (and to minimize the risk of developing PTSD!).

In this session, the speaker will summarize the general M&A process and then focus on the best practices in the due diligence phase that can mitigate potential chemical regulatory/ product stewardship compliance risks.