

How do you run a 90-day M&A readiness sprint for Canadian oil and gas?

A practical 90-day M&A readiness sprint for 50-200 person Canadian oil and gas operators preparing to sell or buy. Honest audit, fix the top three issues, build the data room. Built across 30+ M&A transactions.

FOR: GROWING E&P + DIRECTIONAL SERVICE PREPARING FOR M&A (50-200 PEOPLE)

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How do you run a 90-day M&A readiness sprint?

A practical handbook for the 90 days before going to market. Three 30-day phases, six diligence categories, and the three narrative documents most sellers don't think to write.

QUICK ANSWER

A 90-day M&A readiness sprint for a 50-200 person Canadian oil and gas operator runs in three phases. Days 1-30: the honest audit (asset inventory, cyber posture score, vendor map, narrative documents). Days 31-60: fix the top three issues (close cyber gaps that will fail diligence, consolidate vendors with painful exit terms, document operational knowledge tied to specific people). Days 61-90: build and pressure-test the data room. Operators who run this preserve 10-15% of valuation that would otherwise come out in diligence pricing pressure.

—4,500 words·Approx. 18-min read·Companion to Clean Data Room