CASE STUDY · M&A INTEGRATION

# Integrating ~$14B in acquisitions for Public Storage

Public Storage (S&P 500 REIT) · 2023–2026 · Transformation and Integration Lead, via M360 Strategy

## THE GOAL

Public Storage made three acquisitions in three years, including the largest in its history. Each one had to move properties, people, customers and systems onto one brand and one way of operating, without disrupting customers or day-to-day business.

| ~$14B | 1,100+ | 1,300+ | ~600K |
|---|---|---|---|
| acquisitions integrated | properties | team members | customers |

## WHAT I DID

- Led the integration management office for Simply Self Storage and co-led it for National Storage Affiliates, under C-suite governance.
- Ran Day 1 readiness, cross-functional workstreams, risk and decision escalation, and reporting to the executive team and board.
- Led the PS Canada integration through go-live readiness, including currency, French-language and Quebec requirements.
- Turned lessons from all three deals into a reusable playbook, so future deals cost less and rely less on outside advisors.

## THE THREE DEALS

| | |
|---|---|
| **National Storage Affiliates** $10.5B | Largest deal in company history. 1,000+ properties, 1,000+ employees and ~500K customers moved onto Public Storage systems in 7 months. |
| **Simply Self Storage** $2.2B | 127 properties, 300+ employees and ~90K customers. Every legacy system retired and every property rebranded in 6 months. |
| **PS Canada** $1.2B | Cross-border integration across ~10 workstreams, taken through go-live readiness. |


Hans Meijer · Managing Principal · hans@m360-strategy.com · m360-strategy.com