Successful IT Integration for Mergers & Acquisitions

As the global economy steadily gathers steam and merger and acquisition activity returns, the crucial role of information technology is worth underscoring. M&A in Europe hit $215.3 bn during the first quarter of 2017 according to Thompson Reuters. First, IT departments are tasked with ensuring business-as-usual operations during the integration process. Consequently, post-acquisition, they cannot function effectively until the IT of the acquired business unit is integrated into the acquirer's IT infrastructure. A recent McKinsey report states that 45-60% of the expected benefits from mergers and acquisitions are directly dependent on post-acquisition IT integration.

Client:

Our client is a $2 Billion company, a leading provider of consulting and engineering services with over 400 offices around the world. The Company supports the government and commercial clients by providing innovative solutions focused on water, environment, infrastructure, resource management, energy, and international development. Over the last ten years, they have had over 60 migrations and acquisitions. We are proud to be their consistent partners supporting IT integration of the M&As.

Challenges:

It is uncommon, if not difficult to find two companies using identical IT systems and applications. A lack of synchronization throughout the IT infrastructure can cause difficulties with everyday business processes creating complications and slowing down overall time operations. For example, if the Acquirer imposes the Takeover Company to discard a certain used software or technology and switch to new software or IT systems, this should not keep the organisation from executing its current operations until complete transition. Managing the risks of an integration is therefore one of the factors that determines the success of a merger. This distracts companies from focusing on their core business competencies. These M&As, whether they be of SaaS, cloud, or on-premises technologies, aid businesses in numerous ways - diversifying their portfolio, increasing focus on core competencies, establishing new growth platforms and adding a new set of capabilities.

- **Lack of visibility:** Two businesses in similar landscape, possibility to have duplicate customer information

- **Data integration:** Ensuring businesses have access to updated information across the enterprise regardless if it resides on-premises or in the cloud.

- **Compliance Regulation:** Policies, contracts, and guidelines are crucial and consistent to permit businesses run smoothly.

- **Post-merger integration:** Limited co-operation between organizations while transferring strategic capabilities.

Solution

For over a decade we have offered a library of solutions for numerous use cases related to enterprise data integration. Whether it be overcoming integration challenges after mergers and acquisitions or building a connected hybrid environment, we have been able to provide a complete set of solutions to keep our client businesses connected.

We have been instrumental in leading up to a successful M&As. Pre-merger prep, initial planning and formal combination, operational combination and standardization. The most critical effects on employee motivation occur during this combination stage. This is where actual integration of organizational functions and day-to-day operations occur. We have been vital partners in keeping key business operations alive for both the acquirer and takeover company until complete transition.

We have been their exclusive IT partner and have assisted them over a decade through multiple M&A processes that continue to create value, support the technology stretch, manage risks and maintain stability of business functions.

Why Excelencia

We enable post-merger integration success with experience and granular insights.

1. Rich execution experience in transforming complex IT operations and providing post-merger execution support.
2. Faster integration and avoid costly "rip-and-replace" methods.
3. Our business domain expertise in running complex operations and profound insights to pre-empt and resolve integration issues.
4. Single IT partner for complete technology needs.

- We have migrated over 1 billion mailboxes
- Over 40 website re-migrate to platforms
- SharePoint end user competency
- Migration of technology to Oracle
- Prime vendor for Java, open source, mobility
- Development of tools and products using Oracle
- ORACLE Gold certified partner

Conclusion

With IT playing a progressively pervasive role in today's organizations, successful merger integration requires close alignment of IT and the business side of a company before, during, and after the merger. M&A projects come up short due to complex integrations. Costs during these operations can quickly get out of control in the process of adopting IT systems and business operations. Our experience shows that businesses require comprehensive IT integration capabilities to achieve the desired outcomes. We have substantial experience in transforming large, complex global operations across industries and functions.

Excelencia Consulting

Excelencia is an ISO 9001 certified service provider for IT Services. We are headquartered in Austin, Texas. With over 10 years of experience serving small and mid-size enterprises in U.S. Australia, U.K & Middle East, we boast of working with over 150 clients across technologies. We provide value-added solutions with a clear focus on quality and endeavor to be a long-term partner addressing all aspects of our clients. Through a single point of accountability, we offer end-to-end, enterprise-class IT solutions, including cloud and hosting solutions, managed services, enterprise application management and other professional services.

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