

# Merger and Acquisition (M&A) Information Technology

*Due Diligence is an investigative process to satisfy merger/acquisition stakeholders that the organization(s) have been properly represented during pre-acquisition negotiations. Merger & Acquisition Integration Planning is focused on converging the two organizations. Since Information Technology (IT) is a vital part of most organizations, analysis of the IT organizations, IT processes, technical environments, and applications must be included in developing the Integration roadmap.*

## Analysis Scope & Methodology

Our Perceptive Design Process for M&A supports Due Diligence and Merger Integration. The Analyze Phase is used for Due Diligence, the Strategize and Conceptualize Phases support Merger Integration Planning, and the Realize Phase is used during the integration of the two organizations.



## Technology M&A Experience

Mark Walton, Perceptive Business Strategies President & CEO, has extensive M&A experience:

- Established and managed IT M&A organization for Fortune 500 company. Developed IT M&A methodology and toolset used to analyze and manage a suite of very large acquisitions (> \$5B).
- Managed teams during IT integration of merger of two Fortune 500 organizations.
- Performed Due Diligence analyses for venture capital organizations for potential acquisitions.
- Negotiated services contracts, software licenses, created and managed IT organizations, established IT integration strategies and plans, developed CMMI-based application methodologies.
- Managed IT integration activities of suite of small business acquisitions.
- Performed IT Process analysis and re-engineering using ITIL/ITSM frameworks and tools.
- Briefed CEOs, CIOs, CFOs on IT assessments/recommendations.

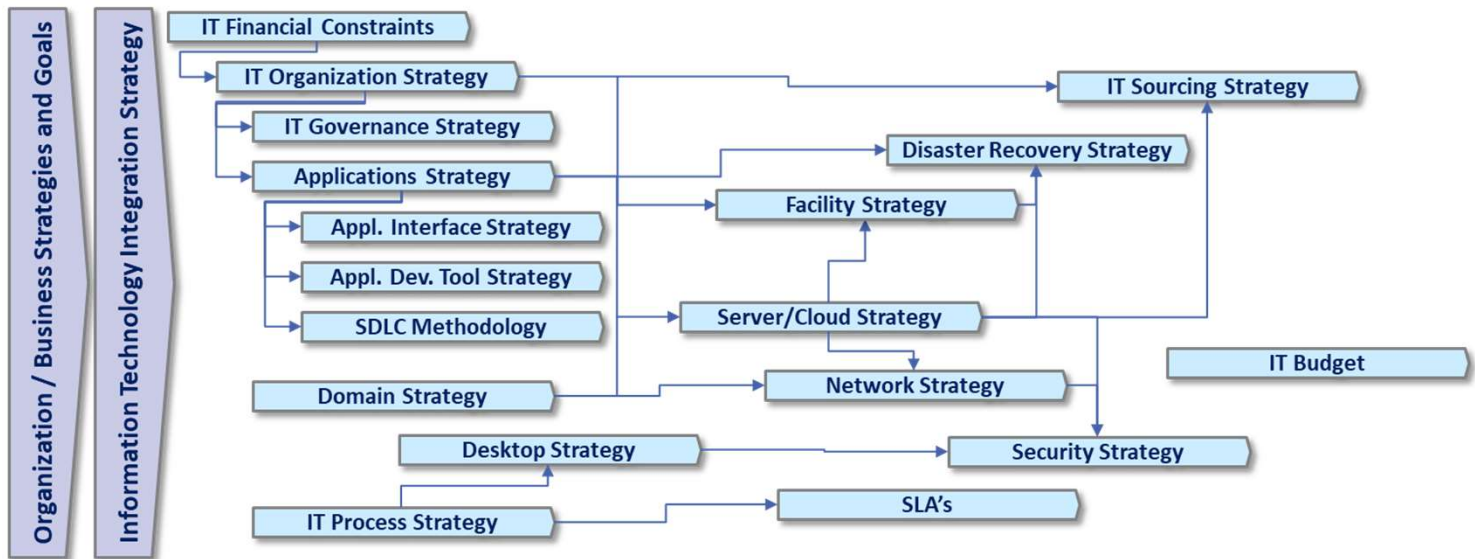
## Technology Integration Strategies

Mergers and Acquisitions should always be driven by business goals. The IT solutions must assist in the organization's ability to meet their goals. Integrating the IT infrastructure, systems, and processes should result in greater efficiencies and lower cost. We consider four fundamental post-acquisition Integration Strategies when developing Merger Integration Plans:

- 1) **Consolidation** where the infrastructure, systems, and processes are rapidly assimilated into the acquiring organization's existing organization and environment. [B → A]
- 2) **Combination** where the applications and infrastructure of the two organizations are blended together, adopting the better of the two organization's components. [A ↔ B]
- 3) **Transformation** where a new infrastructure and/or applications environment is built that to address the requirements of the combined entities, sometimes adopting an entirely new environment. [A,B → C]
- 4) **Preservation** where the acquired organization continues to function independently of the acquiring organization. [A B]

## Technical Strategy Development

Effective IT organizations understand the critical interplay between the IT organization structure, IT governance, company applications, the technical infrastructure, and the IT processes. During integration planning, we understand these relationships to build consistent, synergistic strategies.



## About Perceptive Business Strategies

Perceptive Business Strategies is solely focused on improving our customers' organizations. We offer a suite of Consulting Services to bring insight and innovation leveraging our experience and knowledge across multiple industries, technologies, and business disciplines. See our offerings at:

[www.PerceptiveBusinessStrategies.com](http://www.PerceptiveBusinessStrategies.com) or [www.perceptive.biz](http://www.perceptive.biz)

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