

Mergers & Acquisitions Integration

Rapid Integration of People+Processes+Systems+Data

Over the past decade, the Edgewater Technology Mergers and Acquisitions (M&A) team has developed and deployed an accelerated approach that jumpstarts business and technology integration to align with the goals of the M&A deal. To meet corporate goals, we prioritize projects to enable the biggest bang for the buck within 90 days of the integration.

Critical Success Factors:

- Prioritize tasks that align with the objectives of the deal;
- Isolate areas of risk before the deal closes through operational and Information Technology (IT) due diligence;
- Conduct a financial data quality assessment to validate that the systems and data will give investors and operations management confidence in the numbers; and
- Get teams up and running quickly to review the organization, processes, data, and infrastructure to plan for the integration.

M&A Integration Services:

- **M&A Integration Jumpstart:**
 - Begins during due diligence;
 - Translates deal objectives into integration guiding principles and priorities;
 - Identifies opportunities for cost savings and value creation;
 - Provides overall cost estimates and milestone plans; and
 - Segments and trains integration teams.
- **Management Dashboard Design:**
 - Documents senior management requirements for business performance management and key performance metrics; and
 - Designs and builds dashboards that will provide the required visibility into daily operations of the new business model.
- **Comprehensive M&A Integration Program:**
 - Provides Program Management Office leadership;
 - Structures and manages simultaneous integration of multiple business functions and systems; and
 - Leads and executes the change management program to transition staff to new business model.
- **Organization Redesign Services:**
 - Targets appropriate processes for outsourcing and develops cost models;
 - Designs an appropriate balance between centralized and decentralized services for growing organizations;
 - Defines right-sizing parameters based on objective analysis of workload/transaction volumes to determine appropriate headcounts for the new business model; and
 - Provides overall communication plan for major organization transition to minimize staff dissatisfaction and attrition.



The Edgewater Advantage:

- Our M&A teams are led by senior managers with:
 - Broad technology and business process experience;
 - Insight into organizational and operational risks that can erode the value of a deal;
 - Proven performance under tight M&A timelines;
 - Substantial experience in multi-site deployments; and
 - Extensive experience migrating data and integrating applications, business processes and organizations during multiple mergers.

The Benefits:

- Integration projects align with investor objectives;
- Demonstrable financial impact within first quarter after the deal closes;
- Rapid identification and escalation of critical issues; and
- Agile response to sudden changes in strategy.