

POST-MERGER OR ACQUISITION INTEGRATION

FROM COMBINATION TO COMPETITIVE ADVANTAGE.

- ◆ Are you in the process of merging with another organization?
- ◆ Do you have a plan for combining systems and processes, and are you able to follow it?
- ◆ Is combining systems and processes taking valuable attention away from your primary operations?
- ◆ Is the process producing more surprises than benefits?

MOVING BEYOND A MERGER.

Mergers or acquisitions can be a fast route to growth, expansion, and better competitive positioning. But, the expected synergies, including greater cost efficiencies, often fail to live up to expectations. Many things can derail the consolidation of entities. One of the most common is difficulty integrating the organizations' data and systems while maintaining a "business-as-usual" environment.

Moving beyond the complex issues involved with merging two organizations' data, systems, and infrastructures requires a well-designed plan. West Monroe Partners can help. We have worked with many organizations to realize significant efficiency and operational benefits that drove the combination in the first place.

West Monroe Partners' consultants apply experience in integration scenarios of all scopes and sizes to address:

- ◆ Consolidation of applications and systems
- ◆ Migration to new environments
- ◆ Integration of systems and data
- ◆ Project management and planning, to ensure that work stays on track and doesn't interfere with the organizations' core businesses

A BROAD PERSPECTIVE. A PROVEN APPROACH.

When integrating two or more organizations' systems and processes, West Monroe Partners utilizes an approach that considers the equally vital areas of strategy, people, process, and technology. We have experience with migration and consolidation efforts of all sizes, and our consultants are versed in every type of technology involved, including directory services, e-mail,

DNS/DHCP, LAN/WAN, VPN/remote access, and security across various platforms and operation systems. We assist with:

- ◆ Conducting a technology assessment of both entities
- ◆ Identifying the benefits or risks of migrating systems and data, as well as the level of effort involved
- ◆ Understanding the current document level of the systems involved, in order to ease the migration effort
- ◆ Assessing the organizations' IT structures and skills and designing an approach for the combined entity
- ◆ Developing new, consolidated reporting processes
- ◆ Enabling communication among legacy systems
- ◆ Planning for the future infrastructure, including defining requirements and designing a new environment
- ◆ Preparing legacy data for use in new applications
- ◆ Building the new environment
- ◆ Planning and managing the migration process
- ◆ Providing knowledge transfer and change management support to ensure that users are able to make the transition to new systems as efficiently as possible

FOCUS ON THE ROAD AHEAD.

Utilizing its past experiences, West Monroe Partners can:

- ◆ Prepare a practical, efficient integration plan
- ◆ Establish standardized operating processes for the combined entity
- ◆ Define the metrics that enable you to track progress toward your goals

The net result: you can focus on achieving the benefits and synergies that drove the combination in the first place.

That's business in the right direction.

West Monroe Partners is an international, full-service business and technology consulting firm focused on guiding organizations through projects that fundamentally transform their business. With the experience to create the most ambitious visions as well as the skills to implement the smallest details of our clients' most critical projects, West Monroe Partners is a proven provider of growth and efficiency to large enterprises, as well as more nimble middle-market organizations. Our more than 300 consulting professionals drive better business results by harnessing our collective experience across a range of industries, serving clients out of offices across the United States and Canada.