

EMC Consulting Merger & Acquisition Transition

Jump start your transition activities by:

- Aligning stakeholders
- Developing business and technology architecture
- Integrating critical master information
- Consolidating and rationalizing application and infrastructure technologies
- Developing the proper governance, risk, and compliance foundation
- Providing transition management

Seamlessly transition into a single business

Creating business value when two companies merge requires careful planning followed by flawless execution. People, process, and technology must all come together to realize the value of the combined organization. Achieving success is often the result of engaging the right business partner—one with the knowledge of the business, application and technology aspects of developing a merger transition strategy, and the skills to bring it together.

Business challenge

Many companies struggle with capturing the expected value of their merger and acquisitions. Most often this is due to a merger integration process that takes too long and does not align key stakeholder requirements with a new unified enterprise strategy. Often organizations do not adequately plan for the process and technology aspects of merger integration and in many cases lack the in-house expertise to execute.

Several complex problems come with integration. Although the investment goal of bringing two organizations together may be clear, how to integrate business operations, and the technology to support this transformation, usually isn't. Two enterprises integrating into one cannot operate and compete effectively with separate views of customers, products, and other critical master information. Facilities and infrastructure cost drivers may make it necessary to rethink the number of data centers to deploy. The new enterprise will have multiple, redundant application environments that are inherently risky and increase total cost of ownership. Finally, during the transition itself, bridging the communication gaps between the two companies and defining the change process requires tremendous planning and orchestration which can be unwieldy, chaotic, and costly.

EMC Consulting: Services to address M&A challenges

EMC Consulting offers services that address the challenges of undertaking the transition after a merger or acquisition. We have defined services that address the people, process, and technology aspects of your information infrastructure during the development of a merger integration strategy and its execution.

- **Strategy and Architecture** aligns business stakeholders around a shared vision and strategy for the new enterprise. We also align your business and technology architecture to support your company.
- **Master Information Management** helps you meet the challenges of integrating critical master information to get a single, shared 360° view across your organization. True integration and business value is only realized through a single, enterprise version of "the truth."
- **Infrastructure Consolidation** is an information-centric approach to streamline your information infrastructure. We consolidate and relocate your data centers and enable you to realize cost, energy, and service delivery benefits.

Roseburg Forest products application integration post-acquisition

- Streamlined integration process
- Migrated to a single in-house EDI environment
- Provided a foundation for application standardization

For more information:

<http://www.EMC.com/collateral/customer-profiles/h4125-roseburg-forest-products.pdf>

- **Application Rationalization** analyzes your application portfolio rationales, standardizes and integrates your application environments to support your overall business strategy, and reduces your total cost of ownership.
- **Transition Management** aligns stakeholders around the goals of the transitions and uses ongoing communication to smooth the path to unification. Our structured approach to Enterprise Program Management focuses on collaboration, adoption, and success measurement.

Service value

EMC Consulting helps unlock the true value of a merger and acquisition by taking holistic information based approach to all facets of the merged enterprise. We use our experience to help you develop a merger transition strategy and then work with you step-by-step to execute it flawlessly.

EMC Consulting provides value to your organization by:

- Aligning stakeholders around a shared vision and strategy for the business
- Developing the business and technology architecture to support the newly formed enterprise
- Integrating critical master information to get a single, shared 360° view across the business
- Consolidating and rationalizing application and infrastructure technologies to eliminate redundancies, reduce costs, and streamline business and IT operations
- Developing the proper governance, risk, and compliance foundation
- Providing program management expertise to ensure collaboration, communication, adoption and success management for a seamless, risk-free transition

EMC Consulting

As part of the world's leading developer and provider of information infrastructure technology and solutions, EMC Consulting transforms information into business results. Our consultants bring a unique mix of industry, business, and technology expertise to solve today's toughest challenges. We use field-tested tools, proven methodologies, best practices, and industry standards to minimize risk and optimize time to value in our engagements. We provide a full range of consulting, design, implementation, and support services.



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