



**JUMP-START YOUR
INFORMATION TECHNOLOGY
M&A MANAGEMENT
STRATEGY IN LESS THAN EIGHT HOURS**



Each Workshop:

- Can be delivered independently of others in the series
- Less than one day in length and can be delivered at your site
- Drives improvement immediately with tools and guidance *adopted on Day 1*.

**M&A MANAGEMENT PROVIDES
COMPANY CLARITY AND
UNIMPEDED PROFITABILITY**

There are three major phases in M&A – due diligence; integration; strategic evolution. Are you prepared for them?

IT due diligence cuts across more than interoperability – customer base, supply chain, support services and more.

- Conduct a due diligence expeditiously and thoroughly with the right tools and approaches.
- Assess integration feasibility for all IT departments and strategic missions
- Adopt best practices for post merger evolution and road mapping,
- Analyze business process impact and financial impact of company evolution.

The clock is ticking

**Fast-Track IT Enablement™
Series F: M&A Management**

Executive Workshops for Jump-Starting Action

**WORKSHOP F16:
IT DUE DILIGENCE**

**WORKSHOP F17:
INTEGRATION MANAGEMENT**

**WORKSHOP F18:
IT STRATEGY AND NEW COMPANY ALIGNMENT**

YOUR BENEFITS

- Your leadership attacking latest IT challenges with structure and rigor on Day 1 – Fast-Track knowledge
- ROI tools and execution plans to measure/advance the hard benefits of your IT strategy
- Senior IT managers stepping into IT “business management” responsibility
- Ready to use, structured actions and tools for IT business management
- Executive IT leaders and practitioners who built “business management” IT
- Plans and *Answers* to your IT Challenge, in one day, with minimal impact to your schedule.



OUR DIFFERENCE

Collaborate	Drive	Sustain
<ul style="list-style-type: none"> • R&Rs and action plans for leaders 	<ul style="list-style-type: none"> • ROI in a matter of weeks vs. years 	<ul style="list-style-type: none"> • Tools to maintain and sustain urgency
Day 1 Readiness	Day 1 Action Plans	Day 1+ Success

SERIES F WORKSHOP CATALOG ON REVERSE



Fast-Track IT: The Enablement Series™

Series F: M&A Management

Executive Workshops for Jump-Starting Action

Series #	Series	Work Shop #	Workshop	Executive Mgmt	VP / Directors	Senior Managers	Program & Acct. Mgrs
F	M&A Management	16	IT Due Diligence	Secondary Focus	Primary Focus	Primary Focus	Primary Focus
		17	Integration Management	Primary Focus	Primary Focus	Secondary Focus	Primary Focus
		18	IT Strategy and New Company Alignment	Primary Focus	Primary Focus	Secondary Focus	Secondary Focus



WORKSHOP F16 IT DUE DILIGENCE

WORKSHOP F17: INTEGRATION MANAGEMENT

WORKSHOP F18: IT STRATEGY AND NEW COMPANY ALIGNMENT



Due diligence is a project with objective deliverables and little room for error. IT must quickly identify customers, portfolios and performance of the potentially acquired entity — an assessment based on strategic impact and financial impact.

The promises expected with a merged company can fail to materialize. We capture and identify not just the interoperability issues but cultural issues, infrastructures, taxonomy, technology, customers, and road mapping returns.

Post-merger and integration, the M&A job is not finished. The extended service portfolio must merge and align to the company strategy. How does IT expand or sunset applications, grow and evolve with the company expansion?



- Due Diligence program structure and jump-start
- Reconciling Support Catalogs and portfolios
- Cost analysis and impact / ROI and financials
- Road mapping and project managing Due Diligence

- Technology and processes catalogs and dependencies
- Process mapping of merged companies
- Customer Analysis service portfolio and consumption
- Communication and Reporting

- Post-merger adaptation and new company metrics
- Service portfolio alignment evolution
- Financial management in larger entity
- Continuous Improvement Plan post-merger



- Due diligence team action plan
- Due Diligence Program and deliverables template
- Financial templates for budgeting an integration
- Project templates and LoB collaboration guide

- How to merge new customer needs
- Lines of Business collaboration guide
- Template for business Service and process catalog
- Project management template for integration

- How to update your services and app portfolio
- How to find financial opportunities post-merger
- Strategic planning based on the merger
- Services template and service portfolio blueprint