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# Mergers & Acquisitions

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The path to a business transformation through Mergers and Acquisitions (M&As) or a divestiture initiative is the most complex change management initiative a company will undergo; and sometimes a shift in thinking is required. Traditionally, companies that have acquired/spun off entities to drive synergies within their own industry and keep focus on its core business. However recent trends show an increase in business reason to gain (or) optimize its digital capabilities. These trends drive the need to source, procure and integrate infrastructure and services at a much more rapid way to gain business outcome.

InFor500 can help companies who need to integrate at an accelerated pace by sourcing and procuring necessary new commodities (or) novating and segregating assets between two entities in case of a divestiture. InFor500 services reduces your external supplier spend to meet specific strategic, financial, legal, and operational criteria.

***“Self-funding engagements delivered through cost reduction in the external spend”***

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# Merger and Acquisition Services

Companies gain capabilities and capacity to achieve their business growth either through acquiring technologies or spinning off businesses to meet Revenue/Earnings objectives: Several Factors drive this need namely:

- Acquire new product/digital capabilities
- Need for Next Generation Capabilities
- Expand to New Geographies
- Expand to other Industries (or) within their own industry
- Acquire talent capabilities and capacity
- Change to a newer operating model
- Reduce business disruptions with non-core products/services

Any of the above needs drives a very complex dynamic integration initiative that most company's in-house talent lacks. While many companies offer M&A/divesture services there is always a need to control the onetime restructuring costs and the cost of setting-up a new business infrastructure (or) optimizing the cost structure post divesture.

InFor500 has extensive experience with M&A's/Divesture Efforts. We provide Advisory services, Negotiation support, Novation support, Integration capabilities, Digital innovation and Change management services that ensure success.

Our Services include:

Pre-M&A Strategy Development - Working with you on translating your strategy to a tactical plan, integration/merger/divesture/separation project assessing partners, negotiating legal and M&A fees, developing Rough Order of Magnitude (ROM) costs.

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Execution of M&A/Divestures - Negotiating impacted business contracts across all functional areas, supporting all aspects of novation/sourcing efforts and minimizing dis-synergy costs.

Post M&A - Help with value attainment, provide help to reduce/increase the contractual footprint to right-size the commodities bought in case of a divesture (or) deliver additional savings with the increase in commodities bought.

***“Every single M&A/Divesture activity focuses on delivering a measurable Financial Outcome”***

## Our Approach

Our approach delivers relevant new expertise and experience that helps customer translate their core businesses outcomes to measurable financial outcomes while limiting the capital costs, picking the right sourcing methodology, reducing the implementation complexity, and accelerating their time to value achievement.

We have lived these several of these challenges, and that empathy provides a unique perspective to optimize these initiatives for you. Combined with our sourcing & procurement, and business transformation practices we can not only reduce the capital costs but accelerate the time to integration.

***“Right technology, process and transformation delivered to attain the business outcome”***

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## Customer Benefits

### Pre-Integration

- Predictable and realistic budget development using our current market/commodity knowledgebase.
- Realistic timeline development using InFor500's predictive sourcing and procurement methodology
- Eliminates guess work with dis-synergy costs
- Access to InFor500's supplier and customer network for due-diligence

### Integration

- Optimize the procurement timeline to avoid shelf-ware and control external spend.
- Access to InFor500 supplier relationship to timely procure commodities
- InFor500 framework/methodology and templates that delivers the right way to secure commodities prior to integration/divesture
- Delivers a clean slate of contract portfolio between the merged entity (or) new entities with clear asset/liability ownership

### Post-Integration

- Help with right-sizing the contractual spend across various commodities post settlement period
- Help with execution on transition services agreement
- Drive cost reduction across various business units in-line with new business operating levels
- Help with sourcing and purchasing of new commodities in-line with the new business needs.