



MERGERS & ACQUISITIONS CONSULTING SERVICES



Today's digital economy requires organizations to react fast. Companies continuously search for new ways to innovate their operations, grow their market share and acquire critical capabilities. As a result, Mergers & Acquisitions (M&A) activity has increased dramatically.

When managing an M&A implementation, business technology leaders face the multi-faceted challenge of continuing their day-to-day operations and managing the company's digital innovation agenda, while assuming the responsibility of integrating two different technology landscapes. For these executives, value means integrating companies faster without disruptions. Yet, they usually encounter:

HOW SOFTTEK CAN HELP

Softtek's M&A services support the success of the technology executive in spite of demanding and complex Merger & Acquisition scenarios. We have expert consultants and a proven framework to accelerate M&A integrations, while minimizing disruptions to current business and technology operations. We have optimized our approach to guarantee a reduction in

integration risk and accelerate the IT integration timeframe. Our systematic approach treats mergers and integrations as normal business operations, and lays the foundation for speedy, secure integration of the acquired – or soon-to-be acquired – portfolio of companies.

Softtek's M&A Consulting Services provides your organization with the technical resources and expertise required to bridge the gap between closing the deal and achieving a fully functioning technological integration.



THE IT M&A CONSULTING BLUEPRINT

Softtek's M&A technology experts work with your senior executives to align your company's objectives with an end-to-end M&A IT integration strategy designed to accelerate M&A implementation, increase business certainty, and improve synergies.



Integration team setup

Define core integration team.
Create initial integration playbook and work plan.
Identify resources and available skill sets.
Understand short term and long term IT strategy.



Business assessments

Gather data and conduct internal interviews.
Identify data migration and data conversion challenges.
Document high level technical landscape.



Implementation strategy

Gap analysis.
Identify efficiencies and synergies.
Develop integration strategy.



Plan kick-off

Deliver a highly customized, working platform for M&A integration.

THE SOFTTEK ADVANTAGE

Compelling practical model. At Softtek, we have refined our strategy to understand your company's 'big picture', while still focusing on each individual detail. Our process and technology experts work to ensure that your M&A strategy is executable and implementable, and results in a faster, leaner, and more streamlined operation.

Low risk acceleration. Our framework, methodologies and expertise result in much faster implementation roadmaps. Our process experience and certifications – CMMi L5, ISO, ITIL, Lean, Six Sigma – ensure mature and efficient results.

Proximity. Our Nearshore model offers key benefits similar time zones, low language and cultural barriers, and short geographical distances – and provides flexibility, adaptability, and quick response times to our clients. Our proximity to your physical location allows for a highly collaborative business partnership, whether you want to come to our offices or hold a meeting during your regular business hours.

Lean and streamlined operations. Our integration experts have extensive experience working with Fortune 50 clients on their most complex M&A integration implementations. Through our interactions, we have developed a time-tested and mature approach to tackling your integrations through a quick, efficient, and cost effective methodology.

Americas focus. Softtek's focus on the Americas means we are familiar with the local business culture and regulatory landscape across the region. From Canada to Argentina, we will engage our local consultants to ensure a validated, and compliant implementation plan.

CUSTOMER ACHIEVEMENT SPOTLIGHT

Client: LARGEST RETAILER/SUPERMARKET CHAIN WORLDWIDE

Challenge. For one of the largest retailers worldwide, value meant integrating acquired companies faster. IT and business processes integration timing posed challenges to the retailer's expansion plans, preventing the full realization of value after M&As.

Solution. Develop a nearshore M&A Center of Excellence staffed with over 300 professionals.

Result. Achieved 4 integrations in record times, doubling the speed to market according to internal estimates, and delivering 80% of the services from lower-cost nearshore locations.

ABOUT SOFTTEK

Founded in 1982, Softtek is a global provider of process-driven IT solutions with 30 offices in North America, Latin America, Europe and Asia. With 12 Global Delivery Centers in the U.S., Mexico, China, Brazil, Argentina, Spain and India, Softtek helps improve time-to-business-solution, lower costs of existing applications, deliver better engineered and tested applications, and produce predictable outcomes for top-tier corporations in over 20 countries. Through on-site, on-shore and its trademarked Global Nearshore™ service delivery models, Softtek teams with CIOs to constantly increase the business value of IT. Softtek is the creator and a leader of the nearshore industry.

info@softtek.com
softtek.com