

Hitachi Consulting has the significant experience and capabilities necessary to consult on M&A and divestiture engagements, including:

- Proficiency in program, change and project management
- Proven approaches/frameworks and knowledge of Best Practices
- In-depth knowledge related to all aspects of technology and technology solutions
- Industry and business experience, insights, and context

We invite you to contact us to further discuss how Hitachi Consulting can team with you to successfully implement your M&A or divestiture transaction.

Successfully Executing Mergers, Acquisitions, and Divestitures

Background

Successfully executing mergers, acquisitions and divestitures in today's business environment is a complex undertaking. Integrated systems and comingled data, centralized or shared services, outsourced business processes and complex vendor arrangements, regulatory scrutiny, and global operations all contribute to this complexity. As a result, managing M&A and divestiture activities requires careful due diligence, well-structured program and change management techniques, and effective project planning efforts across and within each functional area.

Hitachi Consulting has worked with numerous clients to address all aspects of the M&A and divestiture process, enhancing their ability to capture the full benefits of a successful implementation.

Critical Areas of Focus

The scope of M&A and divestiture-related activities underscores the breadth and complexity of undertaking these transactions. We can assist you in managing that complexity, which is critical to achieving the business case.

Focusing on critical areas and addressing these issues prior to closing a deal can significantly improve the chances of securing a successful deal and implementation.

Due Diligence

- Validation of the business case and/or valuation and underlying assumptions
- Identification of unrecognized upside potential or downside risks
- Strategic implications (e.g., capital requirements, cost structure, go-to-market approach, business model)
- Business risks and implications
- Integration risks and implications

Program Management

- Program/project planning and coordination
- Definition of success measures and metrics
- Risk identification, mitigation, and management
- Contingency planning
- Program-related oversight, management structure, and reporting
- Coordination of external parties (lawyers, auditors/accountants, etc.)

Change Management

- Change-readiness assessment
- Change and/or change-management workshops
- Communications and feedback
- Training (e.g., on new systems or changed processes)



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Functional/Project Management

Cross-Functional or Cross-Organizational Processes

- Re-engineering/revision of processes arising from the transaction
- Assessing outsourced processes, suppliers, vendors, and vendor contracts
- Assessing insourcing/outsourcing of processes and activities
- Ongoing support to the divested organization
- Changes to SLAs/standards

Human Resources

- Organizational consequences
- Implications to roles and responsibilities
- Shared or borrowed employees (divestitures)
- Employee on-boarding, transitioning, and severing
- Core HR: HR systems/support, policies, benefits plans, compensation/incentives/payroll, and training
- Workforce planning

Technology Infrastructure and Assets

- Network and technology infrastructures
- Applications/data
- Hardware
- Infrastructure contracts and partners
- MIS and reporting
- Other (e.g., production planning, BC & DR support, standards and policies)

Facilities

- Facilities management
- Maintenance contracts

Branding/Marketing/Sales

- Collateral and other documentation changes
- Brand assets
- Other advertising, branding messages, and materials
- Customer (and customer data) ownership and access
- Customer retention
- Customer and prospect messaging

Legal, Finance, Accounting, Compliance/Regulatory Affairs

- Governance
- Compliance
- Collections/payments
- Regulatory filings and planning
- Legal filings and planning (e.g., updating contracts)
- Licensing/procurement agreements
- Tax planning
- Financial statement changes

About Hitachi Consulting Corporation

As Hitachi, Ltd.'s (NYSE: HIT) global consulting company, Hitachi Consulting is a recognized leader in delivering proven business and IT solutions to Global 2000 companies. With a balanced view of strategy, people, process and technology, we work with companies to understand their unique business needs, and to develop and implement practical business strategies and technology solutions.

Hitachi Consulting's client base includes nearly 25 percent of the Global 100 and many leading mid-market companies. From business strategy development through application deployment, we help clients quickly realize measurable business value and achieve sustainable ROI.

Hitachi Consulting – Inspiring your next success!®

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To learn more about how Hitachi Consulting can support your organization's successful execution of a merger, acquisition, or divestiture, please contact:

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