Mergers & Acquisitions

"No matter the rationale behind your M&A, fast efficient alignment of data is most profitable; in the modern age of information, it makes sense to involve your CIO and IT departments as early as possible, as the lion's share of the integration activities will come from the IT perspective"

Gartner, 2017

Having a good tactical plan for Mergers and Acquisitions (M&A) is a crucial component in reducing the financial and time outlay, and minimising risk for your M&A. With data playing such an important role in any M&A, integrating this successfully is fundamental to the overall success in any M&A.

At every stage of your M&A, it is important to think about data:

Due Diligence
Inventorying and analysis will discover everything that is required about the data.

Integration
Aligning the companies' data.

Attainment
Implementing practices to maintain best practices and quality moving forward.

Given the importance of data in M&A, many organisations engage an expert in this field to complete the work for them, taking some of the effort away from the organisations and into the hands of the experts, freeing organisations for the tasks only they can accomplish.

Due Diligence

This stage of M&A is the evaluation stage: the pros and cons of continuing the acquisition are evaluated. T-Systems analysis can assist in the understanding and surfacing of data and input into decision making process as the acquisition is evaluated.

T-Systems analysis assists in evaluating the level of disclosure from the party you are seeking to acquire as well: have they exposed all their data, or simply hidden some details: any data that is hidden behind permissions or access rules can be identified and located.

Reliable, accurate information of this nature is vital in the decision-making process informed by all the findings of Due Diligence.

Circa 70 % of data owned by most companies is unstructured meaning there are great advantages to be garnered through proper classification and analysis of the digital estates.

This will allow an accurate assessment of the worth of the data, as well as accentuating patterns of data and classification that have emerged organically in the unstructured data stores.

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Classification of data and permission analysis

No matter where the data is stored T-Systems can classify and analyse it to extract the most value from the data and metadata, allowing you to analyse patterns and metapatterns (patterns in the patterns) in the data and maximise its usefulness in your business plans.

T-Systems' permission analysis will also show up areas of the data stores that are inaccessible, allowing you to then drill down via other routes and assess whether the data hidden is relevant, irrelevant or even dangerous to your continued M&A activities.

Find out if the permissions are fully granular, on a per-user-per-item basis, global access permissions, group-based, or simply not present at all; identify excessively and insufficiently permissive settings, and determine a better model for your target.

User assessment

As part of the permission analysis, T-Systems will also be able to generate a list of all content authors and application members. This list can help determine how best to move forward with future access control permissions and ensure the correct level of security is applied to the new users that will be provisioned in the parent organisation – they will have access to 'new' and confidential systems. The same analysis can generate a list of all users as well as the date they last interacted with the system (if the access history is recorded in the data source, for example).

Information architecture

How well is the data organised? How is it structured and organised, what is the information architecture? From T-Systems' discovery and analysis, you will be able to visualise the exact layout of the digital estate, its deportment, performance, and suitability for purpose.

Reporting

Our fully auditable processes are used to generate both our stock and custom-built reports: outlining and highlighting the findings of the analysis stage.

The reports can be used as-is, or further used to extract any data, metadata, and patterns which you might wish to examine; leveraging the reports, your IT division and CIO can devise the most effective use of resources and the best design for your data store in the target system(s).

Integration

Aligning two digital estates is not an inconsequential task: consolidating the data you have just acquired with that which you already own, and creating a successful synergy is key to a successful merger or acquisition.

T-Systems' disruption-free migration methodology provides a fast, reliable, repeatable, auditable process that gives peace of mind throughout the due diligence process. It fits in seamlessly with other processes defined to support the investigation – saving the need for new methods to be defined for this use case.

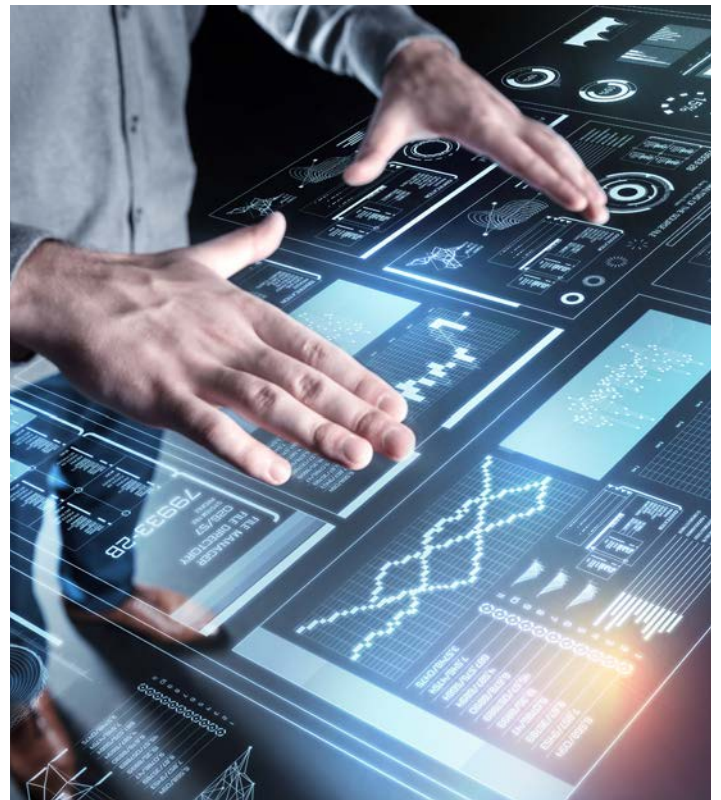## User assessment and consolidation

After analysing users who have been active and/or dormant, T-Systems can help you create an optimised user base for your domain: do you really need every employee who has ever had digital access to retain a footprint in your system?

Provisioning only active users can offer a saving, especially if there are licensing costs associated with the number of users provisioned for specific systems.

Content permissions

Having the right access for the right people will maximise your workflow and productivity: ensure that the right users have the right access to what they need to be efficient and profitable. Downtime spent waiting for permissions to be added by your IT team can be eliminated by utilising the results of the Permission analysis.

With T-Systems' analysis findings you will be in the best position to make an informed strategic choice about your data's access permissions. For example: Prepare and implement suitable Access Control Lists (ACL); control access to your most valuable assets.

Data cleansing and consolidation

T-Systems can cleanse your data while aligning and consolidating: reducing your overheads by helping you determine best-practice behaviours and architecture for your data, removing duplicate content and divesting your data stores of any obsolescent or unnecessary data.

Consolidating your data can potentially lead to savings, possibly reducing or removing recurring costs dependent upon your storage model. Cleansing data it to remove or improve specific items can help you realise even greater savings and cost efficiencies.

No service disruption

T-Systems methodology allows disruption-free operation whilst the alignment and consolidation of your data is underway. You gain the benefit of having your data properly aligned and consolidated, without having to worry about how it will happen.

Attainment

Once your data alignment and consolidation are complete, you will need to have some rules and principles in place to control, moderate and structure the use of your data, ensuring that your digital estate stays in good health moving forward. Anyone operating a digital estate needs to practice and maintain good data husbandry to ensure their data stays healthy, fit for purpose, secure and efficient in use; otherwise they face a gradual loss of profitability, increasing complexity and decreasing security of their data.

Think of T-Systems as the landscapers, leaving a book of recommendations for your gardeners to use to keep things not only looking good, but growing in a healthy manner.

Conclusion

So what benefits can be gained working with a third party organisation at each stage of the process?

· Data can be inventoried and analysed, giving you the ability to formulate clear concise plans and strategies based on the data you have and its current state

· Classification of data will allow you to prioritise your consolidation and analysis efforts

· Permission analysis will reveal confidential and sensitive data

· Identify content creators, remap content ownership, and optimise your access control permissions

· Information architecture is analysed to assist in the mapping to the new environment

· Seamless integration and a proven methodology supports the transfer of data from one system to another, driven by the information identified during the due diligence and analysis phase

· Remove obsolete and duplicate data, optimise your storage requirements, and streamline your costs in one fell swoop

· Service disruption is removed as T-Systems' process leaves the source untouched and will remain available until the switch over

· Data is consolidated and moved as a stream of work undertaken by experts, removing the stress from the other priorities involved in an M&A project

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