

The CIO's Cookbook

M.A.D Science

Leading Thoughts

1

Most always, small companies tend to get smaller through the process of acquisition. This trap should be managed through seamless integration and futuristic autonomy

2

Introduction of new BUs brings with it a plethora of challenges in cultural and technological mismatches

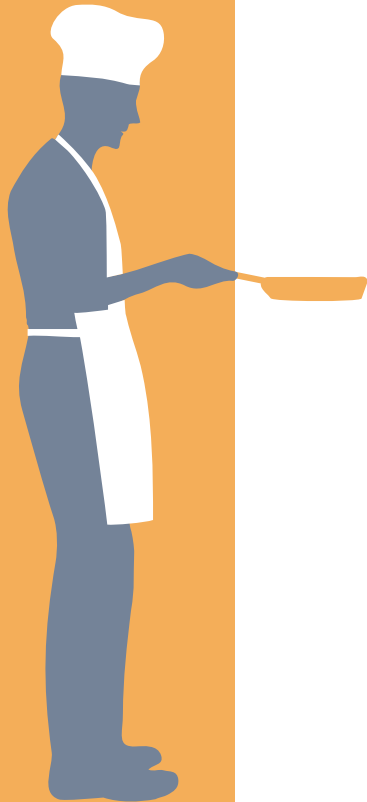
3

Organizations seek synergies through business process simplification and building economies of scale from mergers and acquisitions. Speed is essential

4

Divesting a business is a balancing act of quick and risk mitigated hand-off

Considerations



1

Actively engage with the management; Ensure seat at the table during due diligence

2

Draft and architect integration plan during due diligence

3

Revisit the M&A playbook to adjust for transaction specific requirements

4

Establish a joint Steer-co. Identify and halt/stop conflicting key projects or initiatives

5

Reach out to the service providers to review and negotiate contracts and employ specialized staff

6

Bucketize staff and systems to retain, transition and eliminate. Simplify

7

Setup a robust service monitoring, service management and document collaboration mechanism

8

Capture lessons learnt

5 Phase Approach to M.A.D Science

(Mergers, Acquisitions & Divestiture)

