



IT Solutions for Successful Mergers and Acquisitions

Our team builds transformation strategies, enhances integration tactics, and accelerates alignment efficiency.

Meet Aggressive Timelines

Timing is everything — especially when it comes to the success of M&A activities. Dell Services has the business, operational, and technical expertise to react quickly and with the utmost confidentiality to meet even the most aggressive M&A transaction timelines. Working directly with your M&A management team, Dell Services goes beyond just offering suggestions. We successfully build trust and confidence by taking an active role in developing, implementing, and maintaining the right solution for your business.

Keep The Business Running

From managing the current business processes and IT infrastructure to introducing new or changed capabilities, it is essential to maintain business continuity without any customer service gaps or business operation interruptions. We have expertise at reengineering legacy applications, developing custom applications, implementing third-party solutions, or providing testing services to deliver optimal business performance.

Focus On Practicalities

Using our mature Organization Change Management processes, Dell Services helps ensure that you achieve expected M&A activity benefits. To support complex transactions, we deploy innovative solutions such as: data replication, setting up temporary IT infrastructure environments, merging various platforms, and transferring data with full integrity and security.

Reduce Operational Costs

When M&A activities drive up operating costs, the negative effect on profitability—and even survivability—can be dramatic in today's highly-competitive environment. Dell Services has the expertise to assist our customers in reducing their operational spending through the combined value of our proprietary processes and tools. We also have the expertise to help our customers

capitalize on IT synergies and process efficiencies, which may generate savings over the long term.

The industry leaders of tomorrow are defined by their ability to navigate the complexity of today's Mergers and Acquisitions (M&A). Through turnarounds, carve outs, consolidations, or other M&A activities, a customer's ability to keep operations running and running profitably is essential for success. Regardless of whether you're a small company, large corporation, or private equity firm, Dell Services provides technology-based solutions that deliver real business results specific to each customer's needs and the goals of their M&A activities.

“Through rapid merger and acquisition activities, we faced the challenges of setting up an IT infrastructure to bring together several different business systems and applications. We put our trust in Perot Systems (now part of Dell Services), and they have exceeded expectations by integrating applications, delivering an integrated IT infrastructure, and consolidating multiple data centers — all on-time and within budget.”

Joe Pekala

VP and CIO

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Supporting M&A success

In collaboration with your organization, our experienced industry consultants and skilled technology professionals will recommend and implement strategies and tactics to streamline processes, maximize return on your IT investments, and reduce your risk throughout the most demanding M&A activities.

M&A Activities	IT Services	Impact on Your Business
Turnarounds	Due diligence of IT infrastructure	Lower risk through greater understanding of the business
Consolidations	Providing risk audit and consulting	Add efficiency
Carve Outs	Validating cost reduction opportunities	Faster business transition and transformation
	Identifying opportunities to drive cash flow	Transfer of IT risk
	Facilitating consolidation and integration of platform strategies	Increasing cash flow
	Rolling out upgraded and new IT capabilities	Decreasing capital expenditures
	Streamlining and standardizing processes and operations	Accelerating transformation
	Delivering applications support and maintenance	Concise and cost-effective execution of divestitures
	SOX and other industry compliance support	Rapid establishment of new IT environments
	Enterprise platform consistency and reliability	Ready access to IT skills to support new entity success
	Procurement and sourcing support	

Who We Are

Dell delivers technology-based solutions to improve investment returns and decrease risks associated with merger and acquisition activities.

Through the expertise of highly skilled associates, we deliver industry-specific experience, cost-effective business process solutions, project and program management support, and comprehensive applications and infrastructure solutions. Tapping our team to enhance your transformation strategies and implement real-world integration tactics will help accelerate alignment efficiency.

Results Achieved

We have enabled successful transformation and integration for numerous customers by developing and delivering solutions that address immediate needs and contribute to long-term goals. Collaborating with our customers, here are a few examples of the results we have delivered:

- Decreased customer's annual IT spend from \$140M to \$70M within first year of contract; \$70M annual increase in cash flow far exceeding M&A transaction goals
- Implemented vendor management program to save an estimated \$20M+ to date and a recurring \$10M estimated annually
- Decreased customer's annual IT spend by 60 percent within the first three years of contract
- Significantly reduced IT related spend and strengthened supply chain management program by leveraging supplier contracts
- Integrated and consolidated four separate acquisitions onto one common IT platform reducing operating costs

For more information about any of our service offerings, please contact your Dell representative or visit dell.com/services.