Key Data & Technology Considerations that Ensure M&A Success

How to maximize deal efficiency and set up a winning post-deal collaboration integration with AvePoint

Accessible content is available upon request.

Agenda

Meet your hosts

State of play: M&A today

Driving Deal Collaboration Efficiency

Post-deal Transformation Success

Best practice approach (and how we can help at each stage!)

Meet your host(esses)

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M&A activity: trends in the last years

What Business Leaders are Saying (PwC)

76% plan to allocate more resources to digital transformation… in:

- data analytics,
- automation,
- the cloud,
- customer experience, and
- product and service transformation.

53% would allocate more to M&A activity to achieve their key strategic priorities.

https://www.pwc.com/gx/en/services/deals/trends.html

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From the headlines

THE WALL STREET JOURNAL.

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MARKETS | FINANCE

Bank Mergers Are On Track to Hit Their Highest Level Since the Financial Crisis

Deals totaling more than $54 billion have been announced this year, up from about $17 billion at this time last year

$54 Billion In M&A deals in the banking industry alone…

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September 30, 2021
1:16 PM EDT
Last Updated 4 months ago

Finance

Pandemic recovery fuels deal craze as third-quarter M&A breaks all records

5 minute read

By Pamela Barbaglia and An

$1.52+ Trillion In M&A Deals at the end of 2021…

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Summary

- Global M&A hits all-time peak of $1.52 trillion in Q3
- Cheap financing drives desire for transformative deals
- Volumes double in Europe driven by private-equity buyouts
- U.S. activity up 32% to $581 billion, Asia Pacific up 21%
- Frantic dealmaking surpasses all full-year records

LONDON, Sept 30 (Reuters) - Global mergers and acquisitions hit new record highs in the third quarter as companies and investors shaped their post-COVID future through transformative deals while their advisers struggled to cope with transaction volumes never seen before.

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M&A timeline: A tale in 2 parts

POST-DEAL INTEGRATION

PRE-DEAL PREP

Due diligence	Public Announcement	Day 1	Day 100	18 months post-close
Best brains	**Win hearts & minds**	**Mitigate disruption & errors**	**Protect the core**	**Growth thru innovation**
Secure external collaboration	Initial systems scope & Discovery	Plan preparation	Prioritize key business units	Back to business with upgraded collaboration

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Due Diligence

Requirements

Requirement Type	Functional/Business, Non-Functional	X	X	X
Requirement	Concise description of requirements understanding	X	X	X
Status	Reflects the current state of the requ Denied, Verified, Implemented	X	X	
Priority	Indicates the importance of the requ	X	X	
Rationale/Origin	Reflects backward originating sourc	X	X	X
Difficulty/Complexity	Qualitative measure of how difficult		X	
Stability	Indicates how mature the requirement	X	X	
Test Case ID	Reflects forward traceability to valid			X
Assigned to	The person responsible for complete		X	
Risk	Assigned based on the expected asso		X	
Impact	Business or technical effect of impla	X	X	
Due Date	Target date for the deliverable assoc		X	
Stakeholders	Identified business staff responsible		X	
Approved By	Person who approved this requirem		X	
Approval Date	Date the requirement was approved		X	
Release Number/Build	Application release number targeted		X	X
Dependencies	Identification of other system elemen changes to this requirement		X	
Comments	Text field available for analyst, appr	X	X	
Verification	Specification of how this requirement walkthrough, QA test scripts/test cas		X	
Subsystem(s)	Applications/systems where this req	X	X	
Actual Iteration	Identifies the Actual, rather than the requirement was implemented			
Revision Number	Used to track different versions of th		X	
Cost	Quantified cost attributable to this r	X	X	
Defect	ID(s) of any associated defect(s)			X
Obsolete	Indicates that the requirement has be	X	X	X
Benefit	Need or gap that this requirement su	X		
ROI/ROI	Associated return on investment/effo implemented	X		

Challenges

Opportunities

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Meet Confide

Post-deal NewCo Integration

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Getting to growth

CUT BOTTOM LINE (COSTS)

DRIVE GROWTH (NEW REVENUE)

FORCE MULTIPLIERS (1+1=3)

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How likely are we to succeed?

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Why does M&A *not* deliver?

Revenue synergy targets overestimated (negative synergies ignored)

Synergy team in headquarters silo

Start too late

Cost prioritized over growth

Sales attrition stifles growth

Pricing overlooked

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Aligning IT to support NewCo

Business Goal	**Control costs**	**Facilitate growth**	**Force multipliers**
IT opportunity	Consolidated systems & data	Rapid digital (cloud) collaboration	Scale through automation
Project	“Tenant consolidation & migration”	“Microsoft Teams roll-out”	“Automated self-service”

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Project Considerations

Organizational Maturity

- What are the key business processes we need to consider?
- Where is the data and what kind of data do I have?
- User experience in “Consolidation”
- User reactions & change management
- Infrastructure considerations

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Discovery – not just content!

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Discover configurations

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Discover licenses

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Discover IA and Content

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Discover sensitive business data

Highlighting high-risk data and users in your environment

Work with native Microsoft sensitive information types*

*(Office 365 E3 feature)

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Discovery output:
The Plan

- Based on outputs of inquiry
- Is my governance plan in place/Destination
- Understanding the gaps
- Who is going to move first
- What does my throughput look like
- How long are my sprints

Putting the plan to work through your integration

- Divestitures
- Spin-offs
- Carve-outs

- Mergers
- Acquisitions

Your plan MUST include Change Management

We can't forget about the impact to your users
Build a plan to prepare them
How do they learn best
Co-existence/cutover

Communication: Winning (Internal) Hearts and Minds with training & change management

Previous examples of Awareness Campaigns

Training Videos

Flyers

Microsite

Custom Emails

Your target: The modern workspace

Challenges in Migrating

Data Identification

- Identifying scope clearly
- Moving content per regulatory/compliance concerns?
- Migration performed by IT who are not owners of data

Timelines

- How long will your migration take?
- Do you have deadlines?
- Ensuring all required content was exported in time

New Technology

- Adoption resistance and process resistance
- Teaching users how to find migrated content

Performance & Capacity

- Throughput required
- Impact on source / destination and network

Object Conversion

- What restructuring or transformations will need to occur during the migration?

Validation of Content

- Migration reports must be checked against extraction reports to ensure completeness of migration

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Migration Execution: Meet Fly

Post-Migration

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Ensuring Sustainable Adoption

Sharing experiences and strategies for Teams rollout and adoption

Post-migration monitoring, policies, automation

Craft policies that can adapt to the way your teams work and block the most common risks in your Microsoft 365 environment!

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A Holistic Partner Throughout the Deal Cycle

	Best Brains		Mitigate disruption & errors		Protect the core	Growth thru innovation		
Functionality	Sensitive Data Research	Sensitive Deal Mgt	Migration	Backup	Security & License Controls	Data Mgt	Data Governance	Records Mgt
AvePoint Solution	The Confidence Platform for SaaS & Data Management Business Apps | Control | Fidelity | Resilience							
Transaction Due Diligence	●	●						
	SECURE COLLABORATION							
Post-Deal Integration			●	●	●			
			DIGITAL TRANSFORMATION					
Integration Complete						●	●	●
						INTEGRATED OPERATIONAL EXCELLENCE		

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What’s next?

Keep reading blogs

Schedule a consultation

Schedule a Migration demo
Schedule a VDR demo

AvePoint®

Collaborate with Confidence

We Are AvePoint

Leader in Microsoft 365 data management solutions

AvePoint® is headquartered in Jersey City, NJ, with approximately 1,500 employees across 29 offices, 14 countries, and five continents.

25%
Fortune 500

8M
Cloud Users

88
Countries

7
Continents

Microsoft Partner
Microsoft

5x
Partner of the Year Award Winner

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