Connectivity

Facilitating mergers & acquisitions

Speed up your IT roadmap and integrate new organizations more smoothly with a hybrid network, cloud strategy and software-as-a-service, compared to traditional on-premise IT and network.

2015 was a record year for mergers and acquisitions (M&A), with activity reaching a volume of $4.9 trillion[1], and it will continue to be a vital driver for both growth and competitive advantage into the future.

However, M&A can pose a significant challenge to IT departments. IT infrastructure integration or divestment can be complex, covering numerous global locations, networks, applications and hardware – not to mention the task of managing the business transformation for employees.

M&A challenges

Many M&A projects fall short when it comes to integration, operations and digital transformation challenges. Here are six reasons why:

1. IT and due diligence
Excluding IT from due diligence makes budgeting for IT integration very difficult.

2. Integration
A lack of synchronization with the various parts of the IT infrastructure and business strategy can put everyday business processes in jeopardy, producing complications, duplications and slowing down the overall system.

3. Cost, complexity and staffing
Often all three are underestimated. For IT departments an M&A project can be the largest one they have undertaken and it needs to be resourced accordingly.

4. Merging data
An effective data integration system ensures that all data can be accessed across the entire infrastructure (in cloud and on-premise). Without one, complexity is increased, data can be unusable or even lost, and overall visibility reduced.

5. Compliance and regulation
Compliance and regulation issues can differ between businesses. Training may be required with employees on new compliance rulings. It is essential to maintain integrity of transactional data across all operations.

6. Employee engagement
Staff are often forgotten in the race to migrate technology, but people are one of the biggest challenges of an M&A. Adequate communications, training and change management must be considered along with application choice, Internet policies, mobile devices and laptop allocation.

[1]Source: Dealogic

Use case: flexibility and scalability in equal measure

A multinational organization made a tactical acquisition to be faster, better and cheaper at manufacturing, but needed to integrate the new business quickly to accelerate innovation.

- Reduced time to market
- Cost savings through integration
- Rapidly deliver business value
- Bring teams together in the same culture

Solution

We deployed a hybrid network including MPLS and Internet connectivity to ensure optimal uptime and bandwidth. The hybrid network means all cloud solutions operate 24/7 with a high level of reliability and consistency wherever employees are located, while reducing costs.

Benefits

The flexibility offered by our hybrid network enabled the enterprise to move its existing assets into the cloud, adding and changing assets as required by their business strategy. The reduced infrastructure complexity meant transformation could be ramped up as part of a continuous improvement program.

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Hybrid network: flexibility and agility for M&A

Hybrid network and infrastructure delivers the flexibility and agility required for a trouble-free merger and acquisition project.

Reduce costs

A hybrid network can reduce costs as it includes the security layer, enabling any Internet access to be part of the network – with a VPN.

Right-sizing workloads

A big advantage of the hybrid network is that it can match Internet and MPLS workloads to the business environment. This is a major boon during M&A where workloads tend to fluctuate.

Security and compliance

Hybrid cloud by its nature is scalable and runs different workloads and levels of security and compliance. We create a single view of the distributed IT estate to manage and monitor different data in different clouds.

Enable a phased approach to the cloud

Hybrid computing enables enterprises going through M&A to take a phased approach to cloud and migrate applications accordingly. Alternatively, they can plug in a global platform and remove the assets they want to keep on-premise.

Use case: driving global expansion

A mining organization merged as part of a global expansion plan. It required a robust network that could provide a single applications and communications infrastructure across a growing number of sites, some of them remote.

- Flexible and scalable architecture
- All communications centrally controlled from day one
- Cost justifiable

Solution

We implemented a hybrid network solution offering terrestrial and satellite connectivity, managed security, Business VPN Internet and Infrastructure-as-a-Service (IaaS) for its global enterprise resource planning (ERP) tool.

Benefits

Our hybrid network can accurately control Internet traffic and create a better end-user experience for both new and existing employees. All employees are trained on the new applications thanks to the change management program, and training and communications is easier because applications and communications are based in the cloud. The Orange Infrastructure-as-a-Service (IaaS) solution, Flexible Computing, has freed up the IT team from day-to-day operational tasks so they can concentrate on strategic projects aligned to the merger.

Choose a hybrid network from Orange Business Services.

For more advice on how the hybrid network and cloud computing can help your business visit:

www.orange-business.com/en/connectivity-hybrid

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