

Datasheet**Data Center****Consulting Services for****M&A Acceleration**

Logicalis helps accelerate the full business value of a merger, acquisition or divestiture (M&A) and enables cultural integration by transitioning and integrating (or divesting) data centers and IT teams.

Overview

For today's companies, mergers, acquisitions and divestitures (M&As) can be key to growing revenue and market share. But technology complexity and its tight alignment with the business strategy can make integration or separation challenging.

Successful mergers and acquisitions prioritize IT at the earliest stages for effective Day 1 planning and implementation. IT infrastructure, networks, applications, software contracts and teams must be wholly integrated or, in the case of a divestiture, separated—or you risk disrupting the day-to-day operations of both companies and stall the realized value of the deal.

Count on experienced professionals

Logicalis offers proven IT data center consulting services to help transition and integrate (or divest) your data centers, remote sites and teams, enabling cultural integration and accelerating the full business value of the deal.

Our seasoned, knowledgeable professionals work with your IT team to understand existing technologies and can advise you on how best

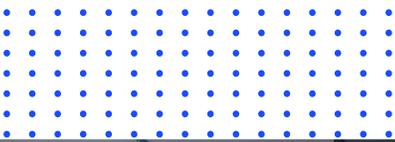
to successfully leverage existing and emerging technologies. We've helped our global customers navigate M&A complexity for over 10 years and have successfully completed more than 100 technology integrations.

Rely on a proven, standardized approach

Using a standardized, multi-phased approach that balances risk and time to completion, we start with discovery of all IT assets and document the existing architectures. We then move to planning the migration and, after design/build of the new environment, we methodically migrate, integrate and transition it.

Throughout the process, Logicalis creates efficiencies that can help cut months off critical M&A deadlines and ensure that you realize the full business value from your M&A investments.





Case in Point

Customer: Janus Henderson Investors was formed in 2017 following the merger of the US-based Janus Capital Group and UK-based Henderson Global Investors. Today, the company has more than 2,000 employees with \$427.6 billion in assets under management.

Challenge: Back-end integration of Cisco legacy infrastructures and consolidation of all Cisco support contracts.

Results:

- Successfully integrated legacy Cisco systems within 18 months.
- Introduced a single four-year Cisco Smart Net contract covering all sites, including those not previously covered, as well as future purchases.
- Significantly reduced risk across all IT estates with transparent, easy-to-manage contract.
- Offset the cost of additional support contracts, providing significant savings.

Benefits

- *Uncover hidden assets* – Allow Logicalis to take stock of your technology assets through an automated audit process that discovers hidden assets, such as shadow IT, that can compound cost, compliance and management issues.
- *Accelerate integration* – Increase efficiency and cut months off the M&A integration (or divestiture) by augmenting the existing IT staff and using a standardized methodology and process.
- *Provide visibility into business processes* – Size technology assets—network, storage, and applications—and estimate capacity needs before and after a transition is essential for a successful merger, acquisition or divestiture.
- *Take a balanced approach to risk* – Balance risk with time-to-completion and discovery and identification of active network devices and their attributes in a manner that's acceptable to you.
- *Optimize costs* – Enable cost optimization by understanding what assets the companies have, which are needed, and which need to be updated or refreshed.

Services

Professional & Consulting Services for IT Enterprise mergers, acquisitions and divestitures, including:

- Discovery Process – The foundation for planning and design, this two-step network and asset discovery process includes hardware and software dependency mapping and asset details.
- Migration and Planning Process
- Modernization, Integration and Migration Process
- Value Attainment and Management Handoff
- Point Technology Integrations – Active Directory

What we can do for your organization?

Contact Logicalis to learn how we can help.

Visit
www.us.logicalis.com

Call
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