

VAMOSA TECHNOLOGIES MERGERS & ACQUISITIONS CHECKLIST

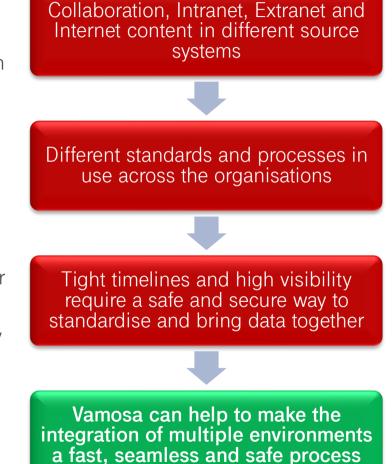
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LIFE IS FOR SHARING.

MERGERS & ACQUISITIONS BUSINESS PROBLEMS

During M&A projects, organisations have a need to assimilate large volumes of information. Collaboration content is often overlooked but can have a major impact on the success of these projects.

- M&A projects typically have high visibility and tight timescales
- Many streams of activity have to be coordinated to ensure a seamless merge of both content stores
- Ensuring a smooth transition between platforms requires expertise that often does not exist in-house
- Post integration problems could lead to bad publicity and a feeling that the merger hasn't gone well
- Mergers are a busy time for everyone involved, meaning that the correct focus may not be given to content transition at this time



MERGERS & ACQUISITIONS WHAT VAMOSA OFFERS

An end to end, fully managed service

- A full service to guarantee a smooth merge of content from both sources
- All the key problems areas, handled using a proven automated process
 - Standardise content, page layouts and navigation
 - Remove obsolete headers, footers, logo, branding etc.
 - Introduce a common metadata model
- Experience of issues common in mergers and acquisitions, gained from delivering many successful projects
- Guidelines on content governance to ensure that quality does not drop off post merge

Who will benefit from this offer?

- Customers who are about to undertake an M&A project and do not have the experience or manpower to completely deliver it in-house
- Customers who may be merging content from multiple regional sites into a unified content store

MERGERS & ACQUISITIONS INDICATORS AND QUESTIONS

What are the key indicators?

- More likely to come through SVPs, but examining market trends and recent mergers would be worthwhile
- Try to identify global organisations with multiple regional sites hosted on different platforms

What questions should we be asking?

- How many different collaboration systems are in use and what are they?
- What is the scale of the problem?
 - How many environments?
 - how much data?
 - how many users?
- Does the organisation have a plan in place to merge and standardise their data?
- Is there an opportunity to engage on a consultancy basis with the customer to undertake analysis and help them understand scope and potential solutions