

Mastering Process and Systems Integration After a Merger

The best-performing acquirers have a repeatable integration capability that gives them a competitive advantage

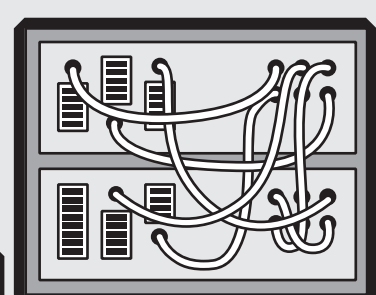
Inadequate process and systems integration can be costly

After a merger, the worst performers have more applications, higher IT costs and a harder time doing the next deal than top performers

Higher complexity

4x-5x

More IT applications



Higher ongoing costs

2x-3x

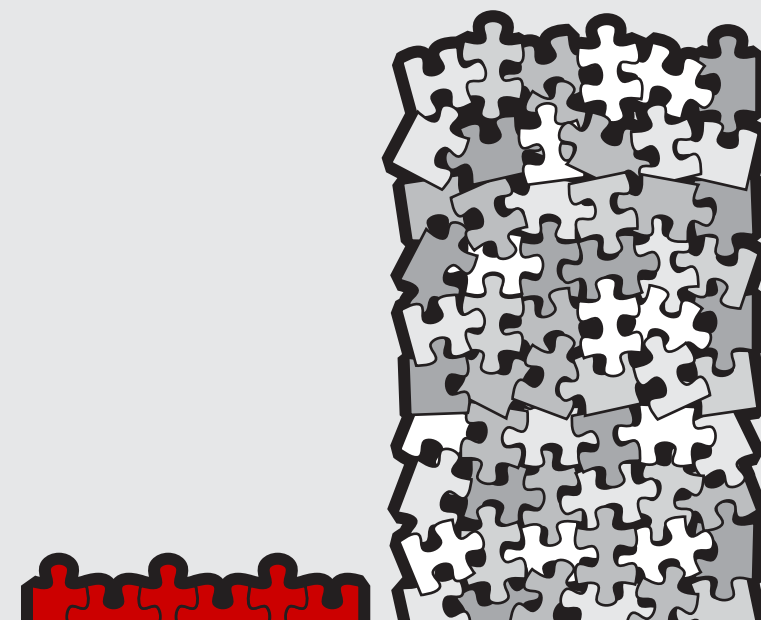
Higher IT costs



Harder to do the next deal

10x

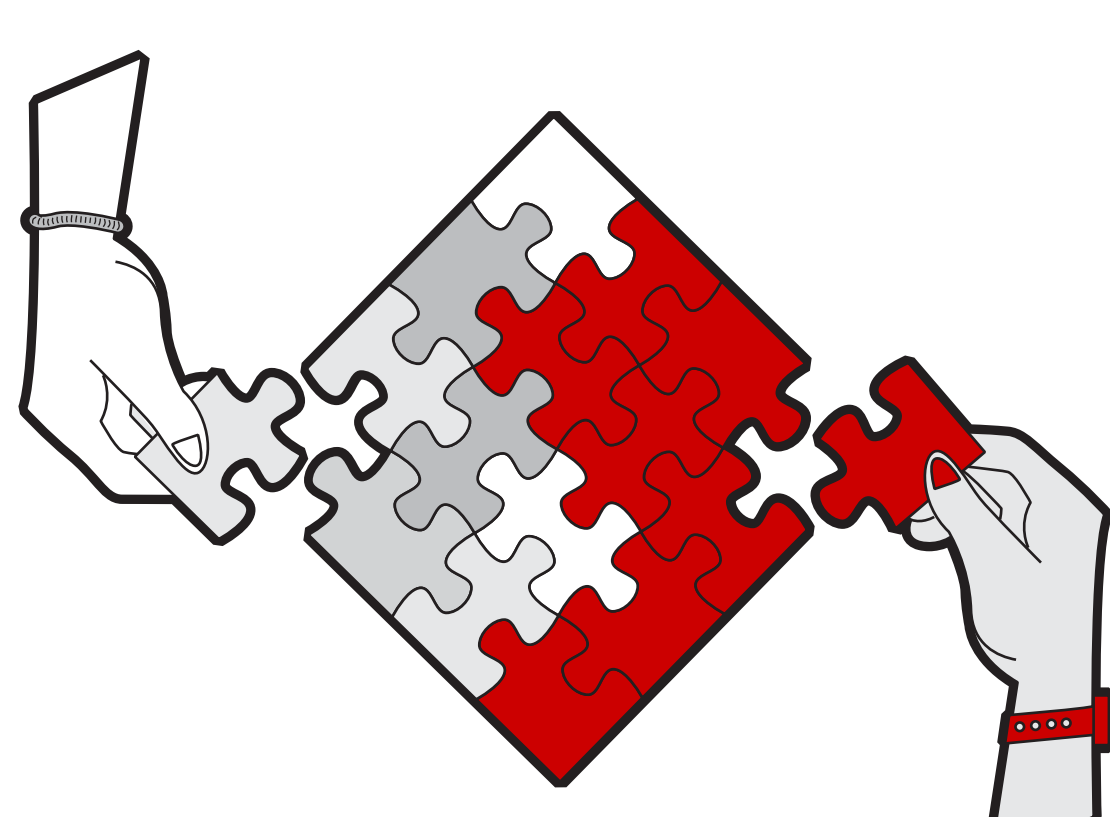
More costly for further M&A or to add new applications



Leading acquirers excel in 6 key areas

Think about IT integration early

Link the IT integration hypothesis to the business integration hypothesis to help determine when to choose one set of systems, a mix, or separate systems.



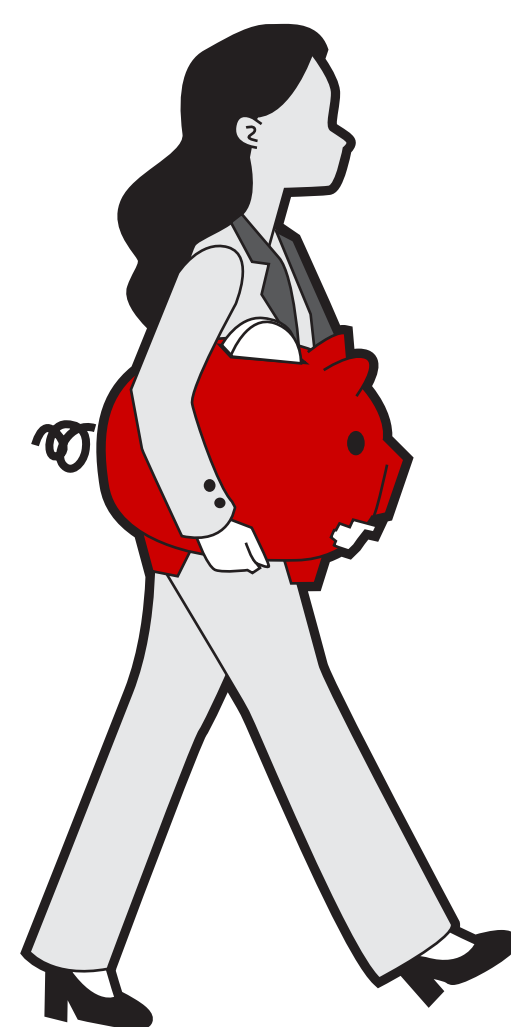
Move quickly to capture synergies



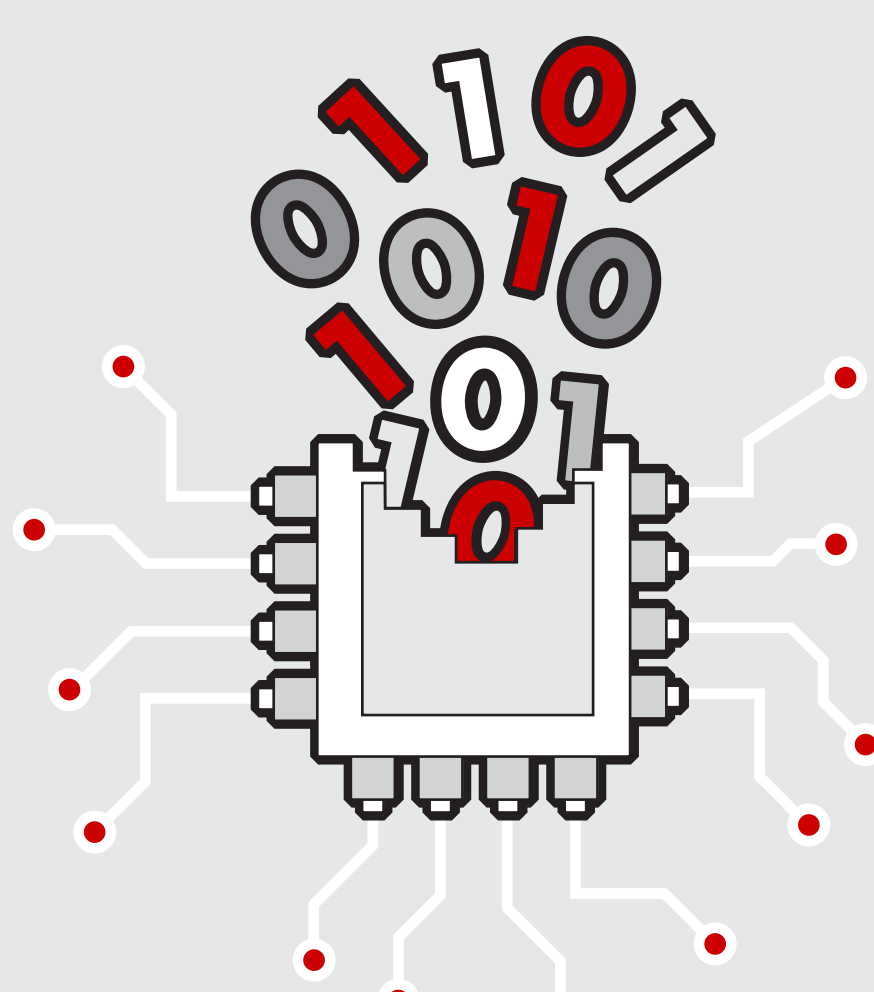
Faster integrations allow acquirers to capture revenue and cost synergies earlier and introduce new technological capabilities more quickly.

Invest the right resources and budget

Faster integrations may demand higher initial investments—but companies also need to ensure that their investment is appropriate and affordable.



Make digital transformation front and center



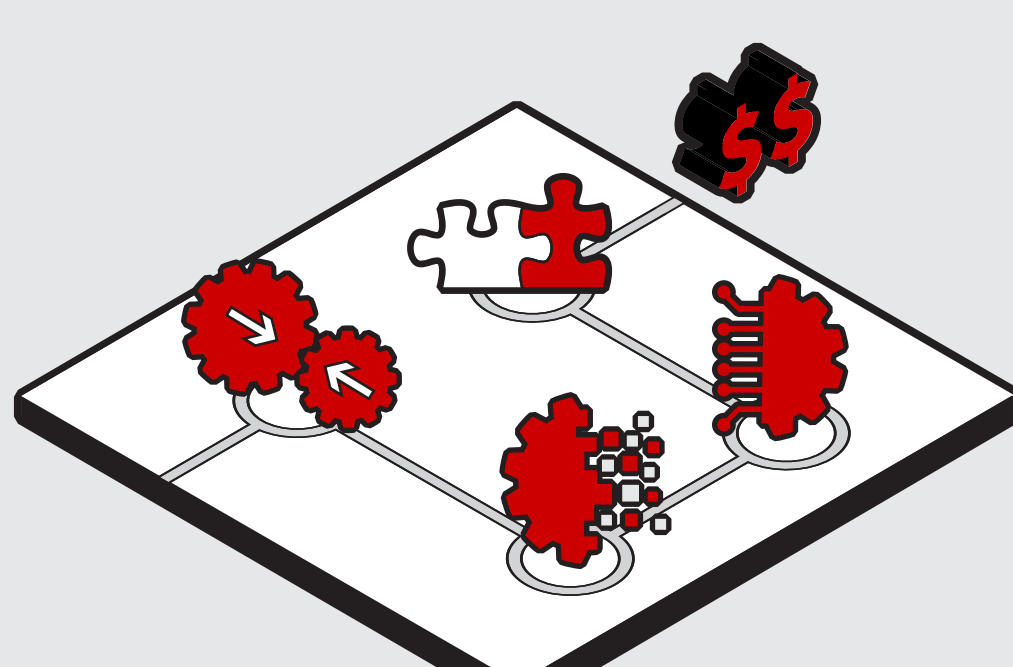
Forget the old “integrate first/then optimize” mantra. Find a way to advance the digital transformation without compromising the IT integration.

Keep top IT talent for the transition and beyond

Move early to retain the best talent from both companies, both for short-term integration needs and the end-state IT goals.



Reassess costs at the beginning



Don't just rely on traditional benchmarks at the time of diligence. Create a roadmap that combines integration and transformation initiatives to avoid cost surprises down the line.

Read more:



**Process and Systems Integration:
A New Source of Competitive Advantage**
www.bain.com/systems-integration

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