

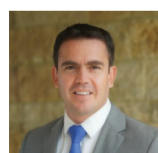
## The future of transactions



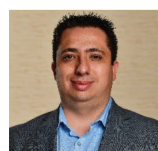
Global M&A transactions are full of challenges. They tend to be lengthy, complex, and costly. The value of an M&A deal lies on the quick and efficient consolidation of processes with the objective of solving every problem that may present, and as it is with most anything, time is money.

A number of digital and IT innovations are having a significant impact on a company's ability to integrate a newly acquired company or to separate a divested entity to buyers. Next-generation tools, such as Robotic Process Automation (RPA) have made M&A projects less complicated and expensive, while providing value by accelerating this transition.

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## 5 MINUTES M&A Deloitte M&A LatAm RPA in M&A

### What is Robotic Process Automation?



RPA refers to a software's ability to mimic human action automating rule-based operational processes, without involuntary error. RPA technology enables us to automate heavy, complex and multi-step processes the same way as performed by a human.

To accomplish this, RPA understands and interprets existing applications, handles data, triggers responses and communicates with other systems.

### How can we use RPA in M&A?

#### Tasks for RPA



- Data Sourcing and Extraction
- Data Remediation
- Data Transformation
- Data Entry
- Data Validation
- Automated Formatting
- Copy/Paste Operations

#### Operative Benefits



- Reduce process time
- Reduce cost on the functions selected for automation
- Improve accuracy of data
- Flexibility to reuse tools to automate ongoing processes

#### Results



- Reduce process time
- Achieve synergy targets when acquiring and integrating a company
- Connect systems of the buyer with the newly acquired target to achieve the objectives of the deal
- Separate and support all of the existing major business processes with available people and systems
- Improve data accuracy
- Flexibility to reuse tools to automate ongoing processes

### Impact and value of RPA in M&A

The advantages of RPA and its speed to implementation can impact the execution of M&A. RPA technology enables organizations to automate high-volume, complex, multi-step data handling actions, as if business users were doing the work, typically at a lower cost than manual processing, this type of processes represent up to 40% of existing business developments.

As we have seen, an effective integrated automation where RPA is used can provide powerful benefits to any M&A activities as a leverage for making strategic changes to the tech landscape in a portfolio.

If we understand this, it becomes attractive for IT leaders investigating and implementing RPA as a solution for future deals. RPA has evolved and developed enough that it is no longer a tool that affects simple synergies across systems achieving baseline levels of process parity. It goes beyond that; during strategic planning and diligence, this tech can provide a complete solution to more effectively manage the business.

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