

Managing your IT risks in your Merger & Acquisition Journey

The IT M&A team supports M&A/R transactions by advising clients on ways to mitigate deal risks and associated costs. In many cases, the IT M&A team also estimates the effort and resources needed to separate, stand-up, or integrate an organization.



IT as a driver of value generation

- ❑ Deloitte delivers value to clients through a **dedicated team** (with both technical and industry SMEs) and **predefined methodologies**.
- ❑ Our services translate technical concepts into a **cohesive assessment** that outlines **what matters** most from a business perspective (e.g., costs, deal breaking risks, etc.) to inform decision-making.



Key considerations

Reliability

Reliability and the impact of the systems and / or services becoming unstable and opportunities for enhanced business continuity.

Scalability

Scalability and the ability to add new customers / clients as the business expands.

Maintainability

Maintainability and the level of complexity (and resulting cost) to incorporate bug fixes, enhancements and upgrades.

Security


Security and the appropriate protection level for at-rest and in-transit data.

Strategy Enablement

Technology functionality is appropriate within the industry domain; and whether there are opportunities to better support & drive company growth.

Main benefits

- ✓ Capture the business context and understand its objectives with the deal. It is essential to evaluate the **target's IT capabilities to support your plans**;
- ✓ **Discuss early and often potential deal-breakers** aligning with identified risks from other work streams (Financial DD, Tax DD, Commercial DD, etc.);
- ✓ Besides identifying risks, it is also important to **highlight the target's strengths**. The balance of its unique strengths and weaknesses will determine the success of your negotiation; and,
- ✓ **Spending on IT is one of the major costs of any company**. The acquirer needs to understand the company's IT costs before making the buying decision.

 Deloitte has been supporting thousands of deals across the globe. Take a look at our [IT Due Diligence](#) site to know how we can support your business.

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