

**perot**systems®

# Mergers and Acquisitions

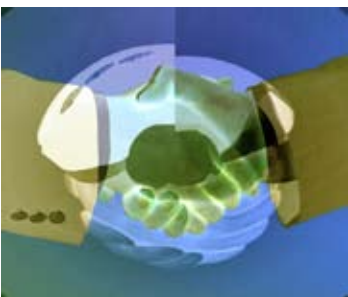


IT Solutions for Successful  
Mergers and Acquisitions

# Our team **BUILDS TRANSFORMATION** strategies, **ENHANCES INTEGRATION** tactics, and **ACCELERATES ALIGNMENT** efficiency.



The industry leaders of tomorrow are defined by their ability to navigate the complexity of today's Mergers and Acquisitions (M&A). Through turnarounds, carve outs, consolidations, or other M&A activities, a client's ability to keep operations running and running profitably is essential for success. Regardless of whether you're a small company, large corporation, or private equity firm, Perot Systems provides technology-based solutions that deliver real business results specific to each client's needs and the goals of their M&A activities.



## **MEET AGGRESSIVE TIMELINES**

Timing is everything—especially when it comes to the success of M&A activities. Perot Systems has the business, operational, and technical expertise to react quickly and with the utmost confidentiality to meet even the most aggressive M&A transaction timelines. Working directly with your M&A management team, Perot Systems goes beyond just offering suggestions. We successfully build trust and confidence by taking an active role in developing, implementing, and maintaining the right solution for your business.

## **KEEP THE BUSINESS RUNNING**

From managing the current business processes and IT infrastructure to introducing new or changed capabilities, it is essential to maintain business continuity without any client service gaps or business operation interruptions. We have expertise at reengineering legacy applications, developing custom applications, implementing third-party solutions, or providing testing services to deliver optimal business performance.

## **FOCUS ON PRACTICALITIES**

Using our mature Organization Change Management processes, Perot Systems helps to ensure that you achieve the expected M&A activity benefits. To support complex transactions, we deploy innovative solutions such as: data replication, setting up temporary IT infrastructure environments, merging various platforms, and transferring data with full integrity and security.

## **REDUCE OPERATIONAL COSTS**

When M&A activities drive up operating costs, the negative effect on profitability—and even survivability—can be dramatic in today's highly-competitive environment. Perot Systems has the expertise to assist our clients in reducing their operational spending through the combined value of our proprietary processes and tools. We also have the expertise to help our clients capitalize on IT synergies and process efficiencies, which may generate savings over the long term.

“Through rapid merger and acquisition activities, we faced the challenges of setting up an IT infrastructure to bring together several different business systems and applications. We put our trust in Perot Systems, and they have exceeded expectations by integrating applications, delivering an integrated IT infrastructure, and consolidating multiple data centers – all on-time and within budget.”

*Steve Nelson  
VP of IT  
Altivity Packaging*

## SUPPORTING M&A SUCCESS

In collaboration with your organization, our experienced industry consultants and skilled technology professionals will recommend and implement strategies and tactics to streamline processes, maximize return on your IT investments, and reduce your risk throughout the most demanding M&A activities.

## M&A SOLUTIONS

### M&A ACTIVITIES

Turnarounds

Consolidations

Carve Outs

### PEROT SYSTEMS® IT SERVICES

Due diligence of IT infrastructure

Providing risk audit and consulting

Validating cost reduction opportunities

Identifying opportunities to drive cash flow

Facilitating consolidation and integration of platform strategies

Rolling out upgraded and new IT capabilities

Streamlining and standardizing processes and operations

Delivering applications support and maintenance

SOX and other industry compliance support

Enterprise platform consistency and reliability

Procurement and sourcing support

### IMPACT ON YOUR BUSINESS

Lower risk through greater understanding of the business

Added efficiency

Faster business transition and transformation

Transfer of IT risk

Increasing cash flow

Decreasing capital expenditures

Accelerating transformation

Concise and cost-effective execution of divestitures

Rapid establishment of new IT environments

Ready access to IT skills to support new entity success



## Facts

- Serving more than 500 clients worldwide
- Delivering consulting, technology, and outsourcing services
- Revenue of more than \$2 billion
- Offshore services from six global service delivery centers in India, Philippines, and Mexico
- Ranked as the #2 Information Technology Services Company in *Forbes* magazine's list of "Most Admired Companies in America" in 2006 and 2007
- Leader in Gartner's Data Center Outsourcing Magic Quadrant
- Leader in Gartner's Help Desk Magic Quadrant
- Leader in Gartner's Desktop Management Magic Quadrant
- Perot Systems earned the Outsourcing Excellence Best Partnership Award with Owens & Minor (2004) and Old Mutual Financial Network (2007)—presented by the Outsourcing Center, Everest Group, and *Forbes*

For more information about solutions for your business or organization, contact us:

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## Who We Are

Perot Systems delivers technology-based solutions to improve investment returns and decrease risks associated with merger and acquisition activities.

Through the expertise of highly skilled associates, we deliver industry-specific experience, cost-effective business process solutions, project and program management support, and comprehensive applications and infrastructure solutions. Tapping our team to enhance your transformation strategies and implement real-world integration tactics will help accelerate alignment efficiency.

## Results Achieved

We have enabled successful transformation and integration for numerous clients by developing and delivering solutions that address immediate needs and contribute to long-term goals. Collaborating with our clients, here are a few examples of the results we have delivered:

- Decreased client's annual IT spend from \$140M to \$70M within first year of contract; \$70M annual increase in cash flow far exceeding M&A transaction goals
- Implemented vendor management program to save an estimated \$20M+ to date and a recurring \$10M estimated annually
- Decreased client's annual IT spend by 60 percent within the first three years of contract
- Significantly reduced IT related spend and strengthened supply chain management program by leveraging our supplier contracts
- Integrated and consolidated four separate acquisitions onto one common IT platform reducing operating costs

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