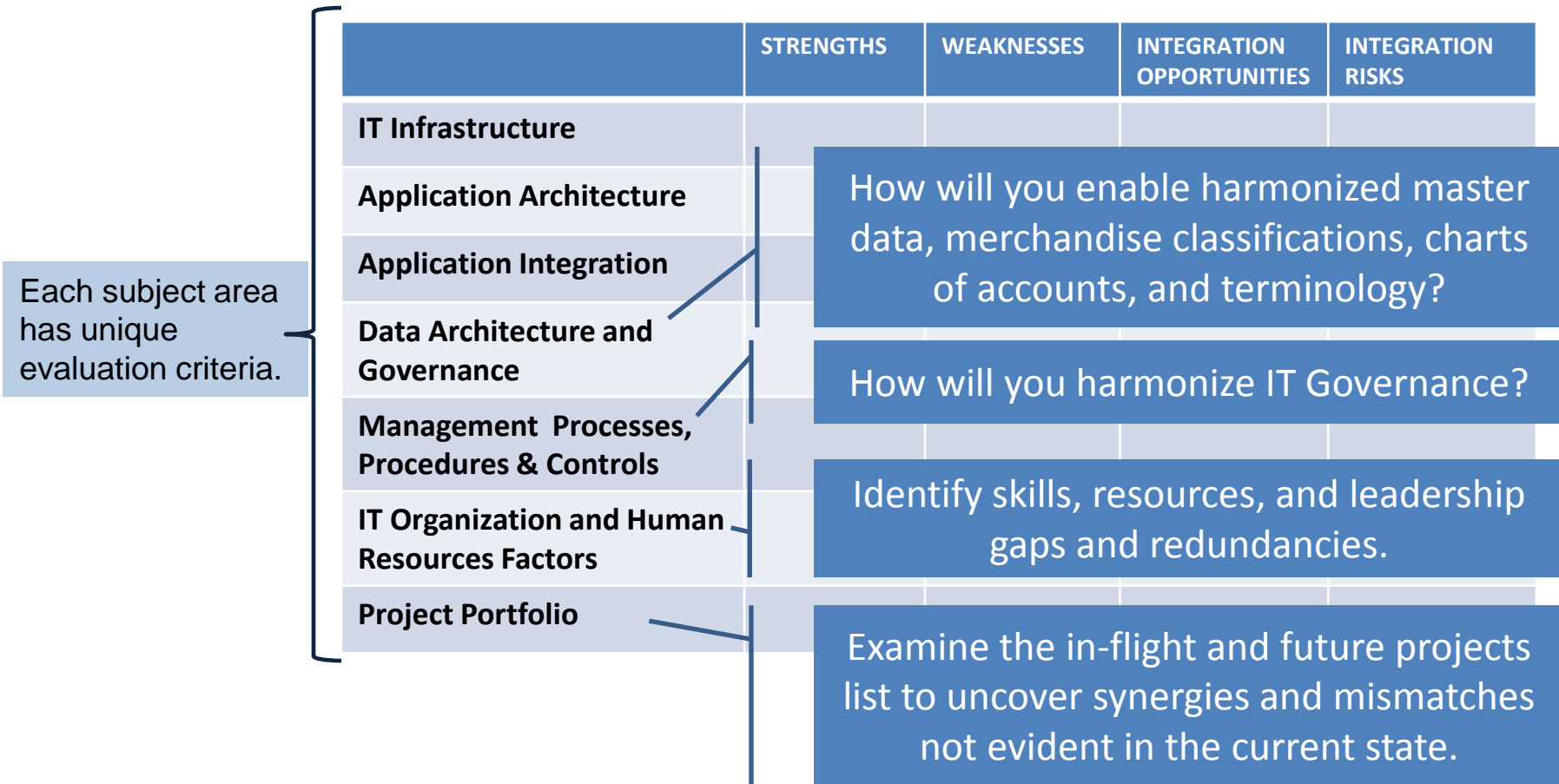


Sample IT Due Diligence Assessment Model

Perform an assessment of *both* the Acquirer and Target IT ecosystems using surveys, questionnaires and subject matter expert interviews.

ASSESSMENT MODELS



Information uncovered during due diligence is your first input to the integration planning process.



Assessing IT Integration Scope & Risk

Major dissimilarities between buyer and target add risks and cost to IT Integration

RISKS TO TIMELY INTEGRATION

Examples of Dissimilarities	Potential Impact	Potential Mitigation
Dissimilar Enterprise Systems, such as Oracle E-Business vs. SAP. (Synergy Risk)	Full integration can take as long as initial ERP implementations, measured in years, not months.	Prioritize key functional integrations. “Cold turkey” cutovers and workarounds in low risk areas.
Widely dissimilar key enablers, such as Lotus Notes vs. Exchange / Outlook email. (Synergy Risk)	Integration takes longer than acceptable time for Day One requirements.	Enhance the team with specialists experienced in expediting the migration.
Home-grown / legacy applications vs. well-known commercial products (Synergy Risk)	Business process and technical integration depends on tribal knowledge and a few SMEs whose self-esteem is at risk.	Engage SMEs as business process experts, not legacy application experts. <i>Applies to both business and IT people.</i>
Cultural differences and personal / group resistance (People Risk)	Stalled work due to process breakdowns. “That’s not how we do things.”	Create a “one team” culture in IT.
Disparate organizational structures, compliance and governance approaches. (Structural Risk)	Process breakdowns. Regulatory violations.	Create a “one team” structure in IT. Harmonize governance and compliance approaches.