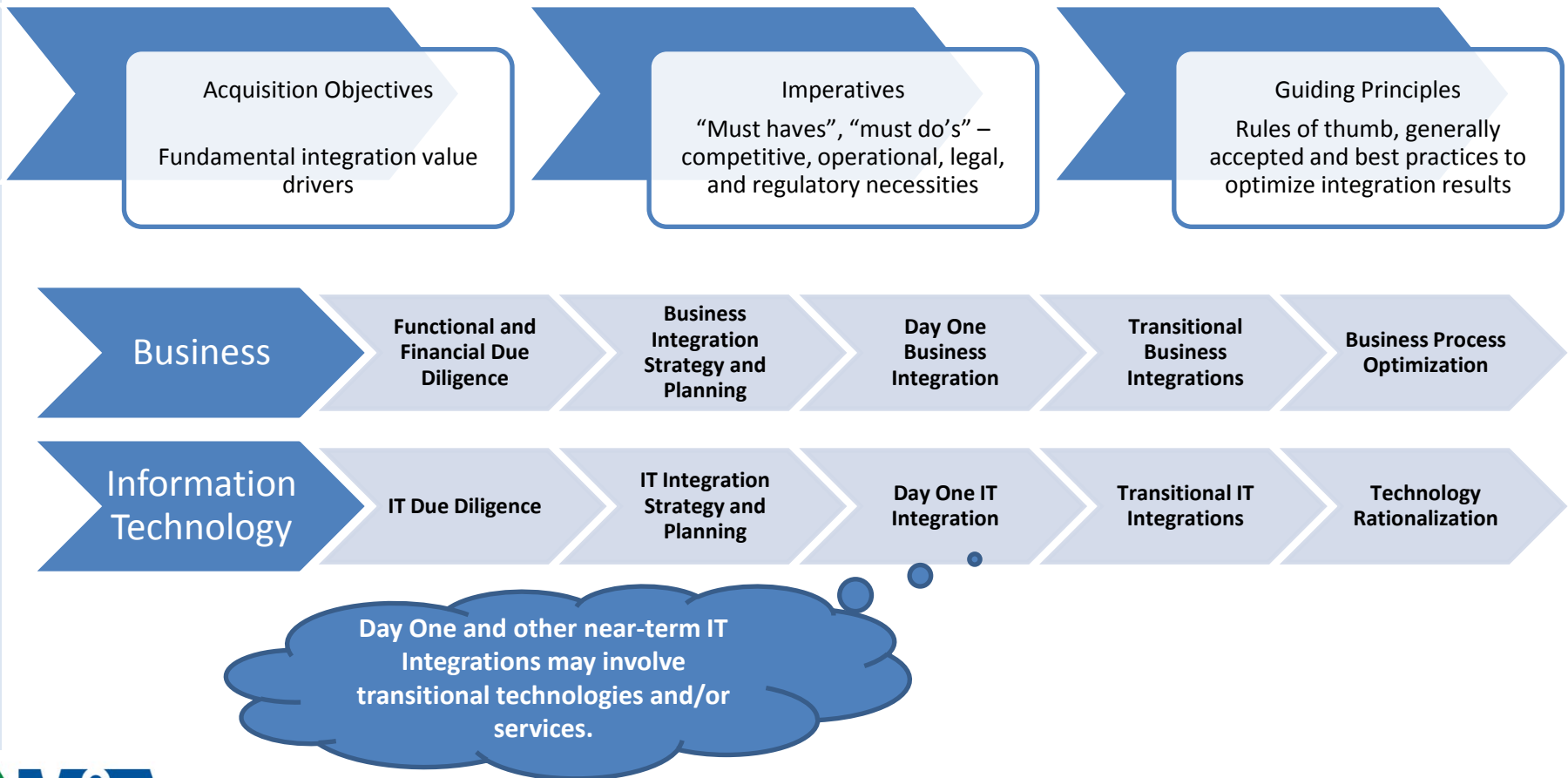


Align Business and IT Integration Activities Across The Acquisition-Integration-Rationalization Cycle

Business and IT Integration efforts must take place in lock step in accordance with the acquisition objectives, and required payback period to deliver full value.

PREPARING FOR DAY ONE



Value Realization via IT Integration and Rationalization

Maximum value can be realized when the IT Integration journey is taken to its fullest potential – IT Rationalization.

VALUE REALIZATION

↓	Complexity	<ul style="list-style-type: none">• Reduction in the number of integrations• Reducing the number of technologies through focus on key vendors & applications• Minimizing complexity through an enterprise-wide grasp of the environment
↓	Cost	<ul style="list-style-type: none">• Reduction in operating costs by supporting fewer technologies• Negotiation of better contracts through a focused set of vendors• Minimizing business function and process automation overlap
↑	Delivery Speed	<ul style="list-style-type: none">• Focus on technologies that enhance agility – meeting needs of the business• Greater focus on a core set of IT skills and cataloging of expertise• Re-use and repurposing of technologies where possible – agility through flexibility
↑	Customer Focus	<ul style="list-style-type: none">• Enhanced service through greater alignment with standards• Focused support on high-value and critical technologies• Alignment of support model with enterprise process model
↑	Enablement	<ul style="list-style-type: none">• Enables company to move towards a solution-driven approach to the business• Identification of systems that enable the company's critical business processes• Balancing and focus of the “right amount” of resources to a given system
↑	Leverage	<ul style="list-style-type: none">• Greater involvement and insights from selected key vendors• Movement towards a standards-based IT environment• Information maintained in tools and leveraged for day-to-day operations