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This chapter provides an overview of the critical role of IT and its importance in planning and executing a successful integration In addition, half or even more of the potential synergies resulting from an integration are related to or dependent on IT. No matter how contrary doing so may be to an enterprise's culture, it is important to invest sufficient resources, budget, and attention in IT before and during an integration to maximize the potential that all those synergies will be realized.

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Along with an accompanying website featuring access to a PowerPoint of a sample integration play- book, Mergers & Acquisitions Integration Handbook gets you up to speed on integration issues and basic practices so your team can efficiently tackle integration projects in a way that preserves and protects the value of your transaction.

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Well-designed playbooks can help: ? Connect corporate development processes to integration planning processes. ? Specify who needs to be involved and when. ? Anticipate and document key decisions that need to be made in each phase. ? Document anticipated risks and issues requiring action. ? Provide parameters to ensure day one readiness. ? Outline processes and steps for unique M&A scenarios (eg, carveouts). ? Provide clear rules of engagement and protocols for managing sensitive information.

~~How to Successfully Integrate Mergers and Acquisitions~~

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