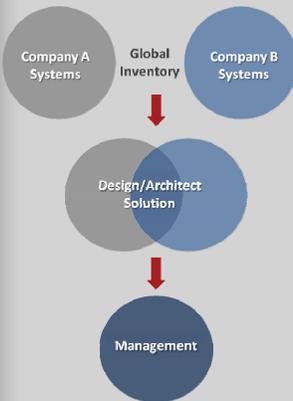




Merger & Acquisition Services

Pre- and post-merger planning and integration



“The integration is getting more challenging now that we’re getting closer to deadlines in many countries. With the competent team at InTech, I still get a good night’s sleep.”

Voice & email Migration Manager,
Network Communications Company

Mergers and acquisitions are a way of doing business today, another tool in the arsenal to enter new markets, gain new distribution channels and acquire new technology. But according to management experts, just one-third of mergers actually add shareholder value.

What’s their secret?

In many cases, the secret to a successful merger is detailed planning pre-merger combined with prompt, effective IT integration post-merger.

Expert, Complete M&A Services

The InTech Group, Inc. provides customized services that facilitate successful mergers—across town and across the globe. We’ve planned, designed and migrated systems and infrastructure for some of the world’s largest companies in a wide range of industries.

We offer a full range of pre- and post-merger services:

Preparing Business for Sale or Due Diligence

InTech’s global affiliates inventory voice and data equipment and maintenance contracts, document processes, and clarify staffing at every site worldwide, creating a database useful for due diligence or preparation of an offering document. InTech also uses collected data to derive value for the company’s existing infrastructure and estimate projected costs of integration.

Due Diligence Assistance

We assess the systems infrastructure of the acquiring company and acquisition target to identify possible synergies, cost-reduction

opportunities, and potential post-merger pitfalls. We also develop visual representations of the systems infrastructure and connectivity that are easily understood by both technical and non-technical management, to support planning and decision making.

Integration Planning

InTech designs, architects and seamlessly manages a consolidated voice and data infrastructure or business unit—including the people, standards, processes, policies, and equipment—maximizing the existing infrastructure where possible while creating a common platform and management going forward.

Gaining Synergies

InTech provides rigorous project management of the integration and as well as optional ongoing global management of systems, carriers and vendors for the merged infrastructure.

Agile, Global In-Country Support

InTech’s skilled in-country resources in 100+ countries include hundreds of seasoned project managers and certified technicians who speak the local language, know the local customs and regulations, and have relationships with local service providers. In-country affiliates lead or assist with global planning and management of office projects; set standards and techniques to ensure successful migrations and installations; and architect, coordinate, and manage the necessary personnel, technology, vendors, and carriers involved in integration projects.



“InTech assembled a 60-country team in the time it would take our other consultants to select the program manager.”

Communications manager,
Global company

For more information and
case studies, visit
www.intech-group.com.

Our Clients

Our clients range from regional firms with single locations to some of the world’s largest, most recognizable companies:

- Top 10 U.S. bank / Fortune 500 company
- World’s leading mobile phone supplier
- Largest municipal government in North America
- Leading global provider of consumer specialty insurance/assistance services
- Leading health care system in Massachusetts
- Leading telecommunications company in Australia
- Global asset financing firm.

Representative M&A Projects

- Migrated 60,000 employees of a newly formed joint venture to a new voice and data infrastructure in 60+ countries within four months.
- Developed infrastructure integration strategy for a global provider of travel insurance services that had grown through multiple acquisitions.
- Developed complex RFP for network managed services for diversified financial services firm, consolidating the business and performance requirements for six service management areas across four lines of business
- Completed voice and data CPE inventory in nine Latin American countries within three months.

How We Work: Six Simple Ideas

Put the Client First	We work within our client’s culture, customs and practices. We strive to deliver client service that surpasses everyone else in the business.
Leverage the Wisdom of Teams	We leverage individual strengths through team problem-solving, brainstorming, and knowledge-sharing—leading to better ideas and better solutions.
Focus Solutions on the User	We design all solutions around the user experience, while determining the technological and financial feasibility of alternative solutions.
Design for Real Life	We have extensive experience improving customer service by leveraging technologies and streamlining business processes and flows.
Simplify the Complex	We deliver consistent and comprehensible communications, including user-friendly documentation that helps people understand how things <i>currently</i> work and how they <i>should</i> work.
Sweat the Details	Our meticulous approach ensures that business requirements are thorough, alternatives are explored, and tested solutions are delivered on-time and on-budget.

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