

# Mergers and Acquisitions

Project Experiences

in Germany and France



Club d'Affaires Franco-Allemand  
de Hambourg

20.02.2019



# Informatis GmbH



- *Michael Fuchs, Managing Partner of Informatis GmbH*
- *25 years of international IT consulting experience.*
- **Executive IT consulting** for large scale consolidations, restructurings and M&A projects.
- *From medium-size company to the market leaders.*
- *Informatis GmbH works with an international partner team.*

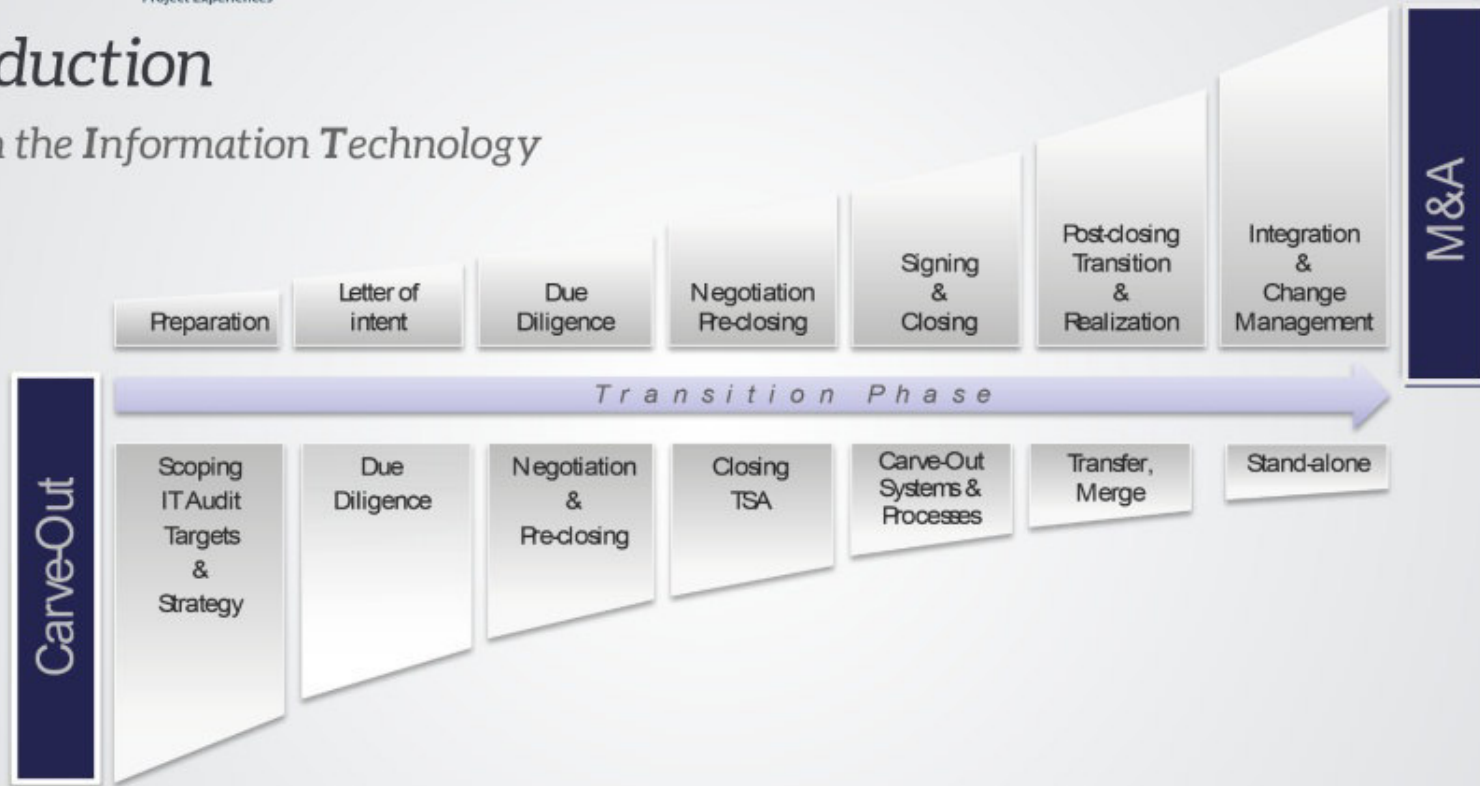
# Introduction

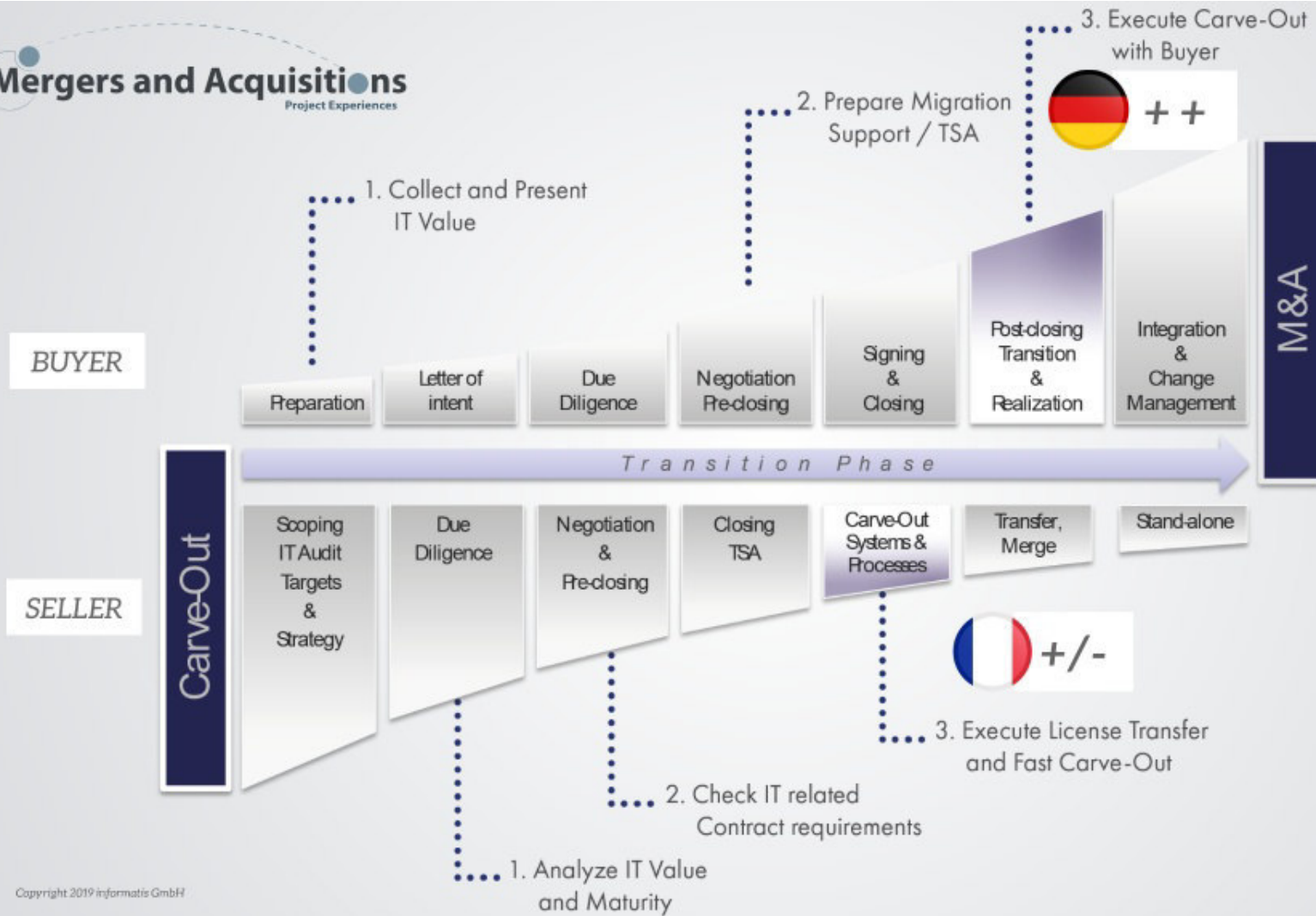
focus on the Information Technology

BUYER



SELLER







*Lessons learned (buyer's-side):*

- *Early involvement of IT experts during the preparation and Due Diligence phase*
- *Early check of IT risks (i.e. TSA, licenses, Intellectual property rights, special knowledge in the organization...)*

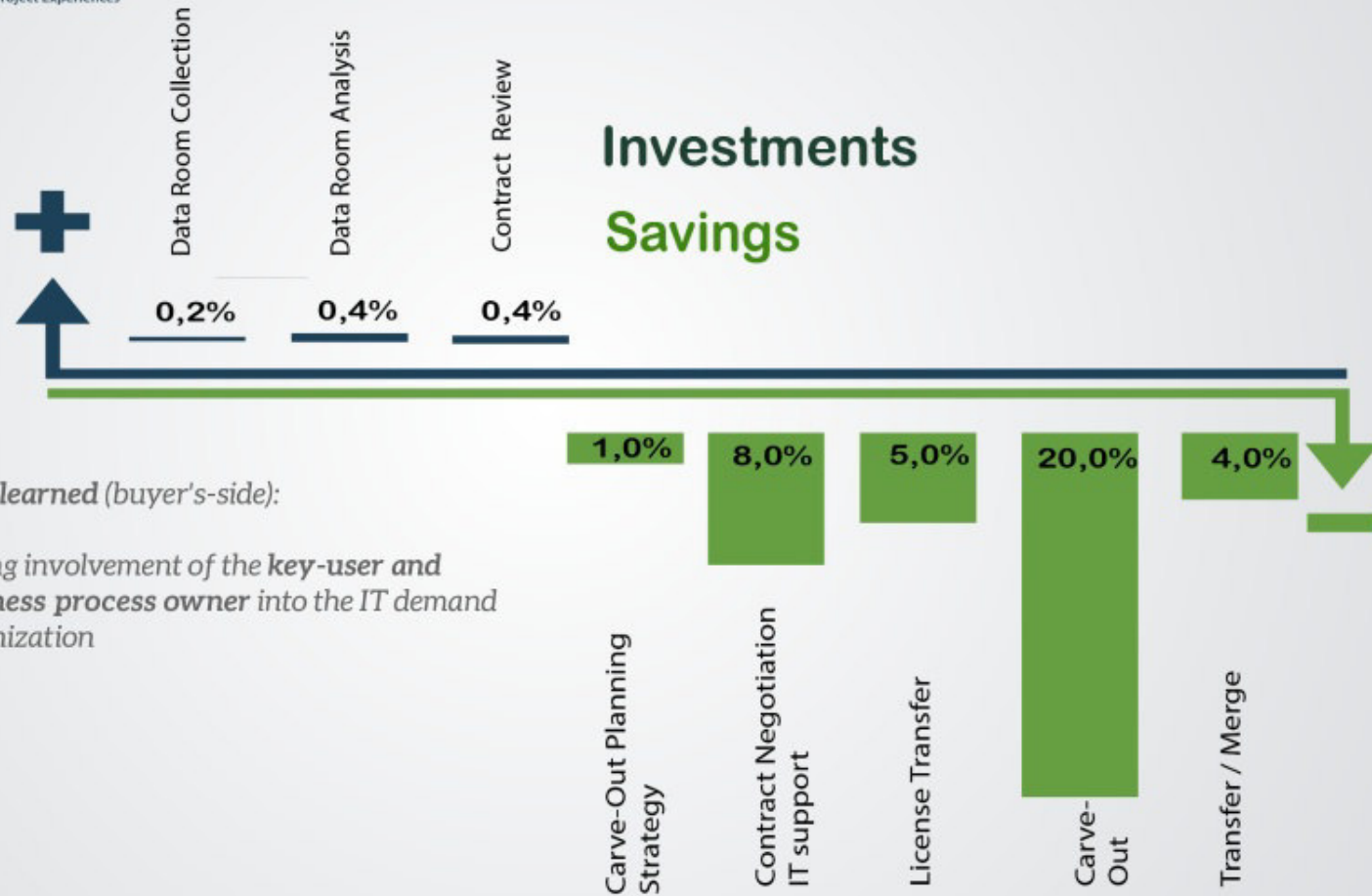


*Lessons learned (buyer's-side):*

- **Strong support** of the new management (headquarters)
- **Development** of Transition Service Agreements (TSA) and the **elimination of legal gaps**
- **Planning** and definition of the **business processes** for the **DAY 1** readiness

Carve-Out Planning Strategy

Contract Negotiation IT support



Lessons learned (buyer's-side):

- Strong involvement of the **key-user** and **business process owner** into the IT demand organization



# Summary

