

Enhancing M&A data management



Once a target firm is bought, the most difficult job of the acquirer begins: to create the value that was expected from the deal through successful integration of the companies' operations. Whatever the acquirer's strategy, combining two firms will often constitute a challenging task for management. The acquirer must implement synergies to create value while simultaneously managing issue to avoid value leakage.

The fraXses technology the manages change more elegantly during an acquisition than traditional approaches.

Currently a successful M&A depends on a flexible IT architecture that goes beyond simplifying integration, to strengthen the value created by the acquisition. Typically the IT functions develops standard processes, tools, and data-management systems to absorb an acquisition. In some cases, it makes sense to hold on to a target company's legacy systems. A financial institution's CRM systems, for example, may be closely tied to the new markets and customer bases that represent a significant chunk of a deal's value.

This is an area in which the fraXses methodology comes into its own. Instead of trying to integrate those systems into existing ones geared to different types of customers which could be too disruptive. the fraXses platform enables the business to federate the data across the existing and newly acquired sources to utilise the data as if it were a single source, while the data remains in its existing location.

Utilising the fraXses automatic discovery processes it is possible to get to grips with the new data in a much shorter period that previously expected. With the initial source discovery taking moments and automatic schema discovery creating a detailed picture of the acquired data sources it is down to the automatic relationship and link discovery to recommend the relationships and links between the businesses existing data and the newly acquired data.

For the acquiring business, the fraXses platform and methodology can dramatically shorten the time to value. It replaces the complex development efforts that come from integrating disparate systems and overcomes one of the complex challenges in the M&A process.