



Customer Spotlight

Insurance

Reducing the Complexity of a Merger

According to research conducted by a national business publication, nearly 62% of M&A transactions failed to achieve the negotiated revenue, market share and profit increases

IT infrastructure is generally 70% of the total IT target, which can be 20% of the total corporation's synergy target

A lack of internal integration expertise, poor planning and execution of integration activities, not negotiating the price or deal terms

Difficulties such as:

•Tighter reporting and disclosure requirements

•Stricter corporate oversight and governance

•More demanding investors

•Time to deliver target synergies

Client

The second largest Canadian Insurance company with 10,000 employees and an international presence for individual and group insurance, plus large market share in the Canadian Mutual Fund business under investment management.

Executive Summary

The company acquired another Canadian Insurance company with offices in Canada, USA, UK and Ireland. The acquiring company had a large shared I.T. Infrastructure in place at their home base and planned to integrate the new entities I.T. Infrastructure in order to drive out economies of scale.

Business Challenge

The acquiring company needed to meet market requirements and published synergy targets with minimal business disruption. At the same time there were Human Resource challenges of ensuring IT service was delivered uninterrupted during the transitional period.

How SSI Helped

SSI were engaged as the technical IT Infrastructure solutions provider. Evaluations and analysis on current state of the staffing model, and current state of the technology model

generated detailed plans to implement the future state Infrastructure model. This included staff reductions, retraining programs, hardware and software rationalization, disaster recovery components and detailed transitional steps to achieve a seamless delivery to the business users.

Value Delivered

SSI were able to provide the acquiring company with a manageable and risk free integrated target state solution that was completed within 9 months. Providing and executing on plans for skills required, human resource plans, organizational realignment, process implementation, infrastructure alignment, transition plans and detailed implementation plans the customer was able to realize \$10M per annum in savings and satisfy their shareholders and market analysts with minimum business risk.



Scenario Systems

**27 N. Wacker Drive
Suite 517
Chicago, IL 60606**

**www.ssccorporation.com
1.800.975.9413**