



Contact information

Jill Tutino,
Solution Sales Executive
M&A Accelerator Application
720 395 5950
jtutino@us.ibm.com

IBM M&A Accelerator™

Optimizing execution from strategy to synergy

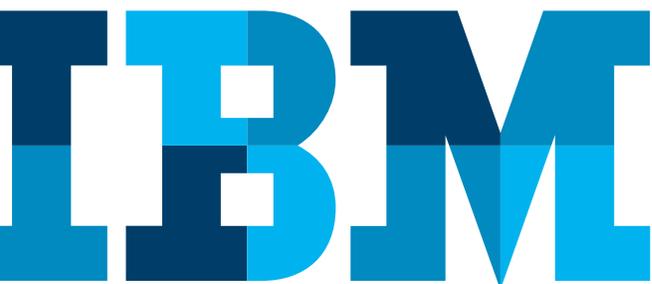
Acceleration of a revenue stream or cost reduction initiative can add millions to the bottom line, even for a mid-sized deal. But many deal teams are forced to spend too much time tracking, reporting, and organizing. The Merger and Acquisition (M&A) Accelerator automates the mechanics behind the transaction – connecting the dots among participants and functions – thereby freeing up the team to focus on value driver attainment and managing issues.

The M&A Accelerator is the leading application for management and execution of M&A transactions. This commercially available application is used by many of the world's most successful acquirers, including IBM's own deal teams, to establish a repeatable, high quality M&A process, reduce transaction and execution risk and accelerate realization of deal synergies.

Focus on business case achievement

Every deal large or small has the ability to propel your company forward or create unexpected setbacks. The M&A Accelerator insures that the entire deal team is focused on the business case objectives and executes to the same quality standards while providing real-time, global visibility. Offered as a secure hosted subscription service, this solution is globally accessible by your entire team including corporate development personnel, outside advisors, target company resources and executive stakeholders.

The application comes stocked with leading practices developed over the course of hundreds of deals and is backed by the deep M&A expertise of IBM Global Business Services.



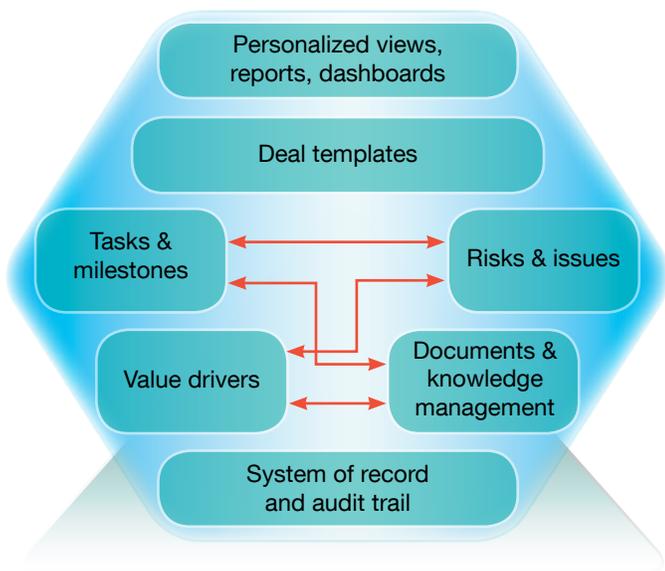


Figure: M&A Accelerator Components

M&A Accelerator key features

- Leading practices provides an off-the-shelf proven M&A process based on lessons learned in hundreds of deals
- On-the-fly configurability makes it easy to implement your existing M&A processes, while easily adapting to changes as the deal progresses.
- Real-time reporting provides global visibility into deal status, issues and risks as well as accomplishments
- Automated and push-based email alerts keeps the global deal team on track
- A full-featured documents repository enables global collaboration and provides an archive for the deal
- A robust issue management work center highlights cross functional issues to eliminate missed actions
- Smart links between issues, tasks, value drivers and documents makes it easy for team members to find the information they need while clearly identifying which items impact value
- A complete audit trail facilitates SOX compliance and supports internal audits
- Process templates allow for rapid assimilation of leading practices and prior deal “learnings” into every deal
- Industry leading role-based security ensures secrecy and protects confidential information
- World class SAS-70 hosting enables secure 24x7 global access by the entire deal team including outside advisors and target company resources



© Copyright IBM Corporation 2012

IBM Global Services
Route 100
Somers, NY 10589
U.S.A.

Produced in the United States of America
April 2012
All Rights Reserved

IBM, the IBM logo, ibm.com and Cognos are trademarks or registered trademarks of International Business Machines Corporation in the United States, other countries, or both. If these and other IBM trademarked terms are marked on their first occurrence in this information with a trademark symbol (® or ™), these symbols indicate U.S. registered or common law trademarks owned by IBM at the time this information was published. Such trademarks may also be registered or common law trademarks in other countries. A current list of IBM trademarks is available on the Web at “Copyright and trademark information” at: ibm.com/legal/copytrade.shtml.

Other product, company or service names may be trademarks or service marks of others.

References in this publication to IBM products or services do not imply that IBM intends to make them available in all countries in which IBM operates.



Please Recycle