IBM M&A Accelerator™ feature summary

Highlights:

- Leading application for management and execution of complex M&A transactions
- Built-in executive views and dashboards providing cross-deal metrics, scorecards and alerts
- Value driver measurement enabling early identification of problems to enact in-course, corrective actions
- Consistent and repeatable processes accelerating business case realization
- Home page, personalized views and task lists increasing productivity, keeping users focused
- Real-time knowledge sharing allowing for instant remediation to help ensure better, faster results
- We automate the mechanics – connecting the dots among global participants and functions – freeing up the team to focus on issue resolution and value driver attainment.

The M&A Accelerator is a unique solution that was built and fine-tuned to the task of tracking and managing all activities, actions, and execution for mergers, acquisitions, and divestments. Its focus on collaborative, but secure and partitioned transaction management makes it a market leading solution for M&A transactions. Real-time global visibility allows collaboration among the deal participants who may include corporate development personnel, work stream leaders, corporate executives and extended team members from throughout the organization, as well as personnel from the acquired company.

M&A events are typically fast moving and involve many, if not all, areas of an organization. These events can be quite distractive for even the most prepared. A solution to meet these unique requirements needs to be owned and managed by the same business executives who are also often tasked with limiting risk, while creating a smooth transition plan to achieve high value synergies from the transaction.

The M&A Accelerator solution provides a rich, full-featured environment for management of any transaction, including data collection, step by step execution, exception management, remediation and reporting, while providing a single point of command and control.

Following are key highlights of this solution.

General overview:

- A purpose built application, mature product, in 8th generation release.
- Proven in many hundreds of deals around the globe, in multi-industry environments.
- A proven partner with our clients assisting them with their most complex M&A processes and practices.
- Offered by a mature, trusted vendor with a sturdy financial balance sheet.
- Backed by IBM's own deal makers and integration team's knowledge sharing, proven on over 75 deals ranging from millions to billions of dollars.

- Experienced product coaching team derive leading practices and apply unique features to client implementations around the globe.
- M&A Accelerator implementation team has been together and implementing product for over 7 years.
- Continuous product development with a dedicated in-house, US-based development team.

Value driven execution method:
- M&A Accelerator has a built in "Value Driver" module, which can be deployed to capture the business case for each transaction, ensuring that everyone from the deal leader to the extended team executes each phase based on value first.
- Smart links contained within the Value Driver module and throughout the solution encourages participants to contextually and visually link components together. This provides one-click access to supporting information needed to complete action items, resolve issues and risks, and update documents and results.

Proven best practices content:
- In conjunction with IBM's M&A Accelerators' team deep experience, the M&A Accelerator includes a template of best practice information, including:
  - Due diligence checklists
  - Deal schematics and supporting reports
  - Integration planning schematics, checklists
  - More detailed task lists for value-based work streams
  - Supporting reports and work flows for transaction process
  - Pipeline and target tracking
  - Divestment structure, including TSA management

Business user driven:
- System changes are designed to be managed by business users; no IT resources are needed.
- Point and click, intuitive, directional front end interface for ease of use by executives, team leads, M&A practitioners and extended teams, with little or no training necessary.
- Business users can personalize content to ensure just-in-time information is never more than a click away.

Learnings capture:
- Automated learning capture, allowing users to take knowledge from completed or in progress transactions and turn them instantly into a template for next transaction or create additional templates for future usage.
- Automated reporting built in to review and reflect upon learning from transactions on an ongoing basis.

Pipeline tracking:
- True end to end deal capture and execution within application, as it comes off the shelf with one-time implementation cost and knowledge transfer to client.
- Client driven by their use of system and desired pipeline tracking information flow.

Cross deal / Cross division viewpoint:
- Flexible cross deal / cross division access and reporting, including dashboards.
- Client driven by their use of system and desired cross deal information flow.
- Users participating in multiple transactions, can adjust their home page and switch between transaction data points with the click of the mouse.

NDA or other team notice management:
- Agreement management
  - Allows for non-disclosure dissemination, acknowledgement and response capture.
  - May be used for managing any preamble notices or other messaging to the entire execution team.
  - May be used multiple times during a deal cycle.

Secure access
- Secured access managed by business users
  - Multiple levels of security and access rights, that are managed by team leads, executives, administrators
  - Security can be set by role, by person, by team, by function, or by information source, down to a single piece of information within the solution.
  - Security rights may also be set by group or community, including restriction of the navigation bar, to completely remove certain functional areas of the application from a specific group of users.

Program management functions

Personalization and team collaboration:
- No training required for non-administrators
- Zero-footprint web-based client
- Personalized home page with live reports, assignments, and data-driven links
- Personalized responsibilities views
- Centrally deployable home page content to team members
- Community management and user partitioning for large user bases
- Smart links that provide automatic interconnections between associated information and objects
- Precision permission management for granular partitioning

of data between user communities based on need-to-know, supporting side-by-side usage with outside resources or the acquired company
- Automated notifications on assignments, overdue reminders, task predecessor status changes, and time-based information
- Subscription control over automated notifications
- Push-based notifications with context links back to content
- Most Recently Used -based program access
- Role-based user interface simplification for user communities

Document and process management
- Document storage with versioning, locking, check-in, check-out
- File system integration with the desktop via WebDAV for bulk document management and HTTPS-based file access
- Risk management
- Issue management
- Action management
- Business benefits module for tracking strategic rationale and financial goals
- Distributed data gathering
- Customizable forms and checklists for data capture
- Mandatory field constraints
- Complete audit trail reporting with change history
- Entitlements control for modules, storage limits, capabilities
- "Templating" engine for translating programs to templates for re-use and learning feedback to future programs

Reporting and dashboards
- Fully integrated, rich reporting, charting and dashboards with underlying analytics
- Parameterized reports
- Books of reports
- Report Wizard for rapid creation of reports
- Point-in-time report snapshots for sharing and time-travel
- Advance scheduling of reports and repeat intervals
- Data-driven report formatting and stop-lighting
- Integrated search engine across all objects, custom fields, and data

Project management functions supported out of the box

Project planning
- Work Breakdown Structure (WBS) creation, import, and management of tasks and milestones; with custom WBS numbering and formatting
- Active/inactive/hidden tasks
- Templates
- Copy/paste/paste special
- Context help and downloadable guides

Project scheduling
- Duration-driven and effort-driven scheduling engine
- Estimated, elapsed, and work-based durations
- Manual and automatic date calculation modes, with what-if date calculations
- Selection-based date calculations
- Full dependency management with FF, FS, SF, SS + lead/lag
- Date constraints on both tasks and summary tasks
- Cross-project dependencies and master projects

Project tracking and reporting
- Gantt charts with color-coded status display
- Critical path views by program, project, or task context
- Cross-project critical path
- Baselines at project, program, and work package levels
- Work tracking and estimation with completion forecasting
- Custom fields with variable definitions throughout the WBS
- Formula-based custom fields, similar to a spreadsheet – not limited to same task or roll-up calculations
- Formula-based default values for new objects
- Project-based financial tracking and project coordination

Project coordination
- 2-level assignments for individuals and groups with automatic permissions
- Calendar management for resources, projects, tasks and communities (allowing regional vacation schedules, time zones, etc.)
- Automated assignment notifications
- Personal views of tasks and assignments
- Tight import/export integration with Microsoft Project, Microsoft Excel, PDF
- Correlation links with Microsoft Project for synchronization control
- Merge analysis of deltas and task-level control of updates during imports
- Web Service API
- Planned integrations with Rational Team Convert (RTC), Lotus Connections
- Personalization and team collaboration
- No training required for non-administrators
- Zero-footprint web-based client
- Personalized home page with live reports, assignments, and data-driven links
- Personalized responsibilities views
- Centrally deployable home page content to team members
- Community management and user partitioning for large user bases

- Smart links that provide automatic interconnections between associated information and objects
- Precision permission management for granular partitioning of data between user communities based on need-to-know, supporting side-by-side usage with clients
- Automated notifications on assignments, overdue reminders, task predecessor status changes, and time-based information
- Subscription control over automated notifications
- Push-based notifications with context links back to content
- Automated user agreement management for NDAs and other access paperwork
- MRU-based program access
- Role-based user interface simplification for user communities
- Document and process management
- Document storage with versioning, locking, check-in, check-out
- File system integration with the desktop via WebDAV for bulk document management and HTTPS-based file access
- Risk management
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- Action management
- Business benefits module for tracking strategic rationale and financial goals
- Distributed data gathering
- Customizable forms and checklists for data capture
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- Complete audit trail reporting with change history
- Entitlements control for modules, storage limits, capabilities
- Templating engine for translating programs to templates for re-use and learnings feedback to future programs

Roles that the M&A Accelerator typically supports:

- Corporate Development Professionals
- IMO / PMO Leaders
- Functional M&A Leads
- Extended Team Members
- CFO's, CEO and other Corporate Executives
- Merger and Acquisition Groups
- Divestment Teams
- Joint Venture management

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