

Managing Mergers, Acquisitions, Divestitures and Downsizing

Business in Transition Services

In today's economy, many organizations are experiencing economic impact not seen in recent history. Our advisory services help organizations develop strategies, convert those strategies to operating plans and implement optimization projects with the speed and precision necessary to drive value when the pressure to perform is immense. Many of our clients become overwhelmed with the decisions, process and deadlines and, coupled with a lack of resources, our expertise becomes vital.

EquaTerra helps companies develop service delivery strategies and, more importantly, operationalize those strategies in areas such as:

- **Optimize internal services performance** – Develop service delivery solutions and plans that often include a blend of shared services and outsourcing.
- **Contract renegotiation and restructuring** – Analyze existing costs of service delivery, comparisons to current market for pricing, assessment of the outsourcing service provider market, and evaluation of service levels and terms and conditions to rework existing and develop new outsourcing contracts.
- **Re-size the support organization** – Align supporting cost structures and performance.
- **Strategy and Implementation** – Service delivery strategies and implementation support for critical functions like procurement, finance and accounting, human resources, information technology and other business processes.
- **Monetize assets** – Manage the financial pressures that are forcing organizations to view assets through a new lens. What can be sold? Leased back? Outsourced? Moved offshore?

Our services are designed to empower executives who need to demonstrate immediate results. Our primary strengths are:

- Balance of strategy and structure – We convert strategy to results.
- Accountable for results – We stay with a project to the end to ensure your success.
- Strength across the enterprise – Information technology, finance and accounting, human resource, procurement and other back office functions.
- Blend of business acumen with subject matter and industry expertise – We are business people first.
- Skills beyond RFP creation – We provide broad service delivery strategy and implementation support.

For more information about how we support businesses in transition, please contact Lee Ann Moore at +1 713 669 9292 or leeann.moore@equaterra.com

Some of the most common causes of operational turmoil where EquaTerra advisory services can help clients optimize their internal service delivery:

- Mergers and acquisitions
- Divestitures, spin-offs
- Downsizing
- Reorganization
- Government bailout funding/restructuring
- Recession impacted

Contact Us

Americas

+1 713 470 9812

infoamericas@equaterra.com

Europe/Asia Pacific

+44 (0) 845 838 7500

infoeuapac@equaterra.com

About EquaTerra

EquaTerra sourcing advisors help clients achieve sustainable value in their IT and business processes. Our advisors average more than 20 years of industry experience and have supported over 2000 transformation and outsourcing projects across more than 60 countries. Supporting clients throughout the Americas, Europe, and Asia Pacific, we have deep functional knowledge in Finance and Accounting, HR, IT, Procurement and other critical business processes. EquaTerra helps clients achieve significant cost savings and process improvement with internal transformation, shared services and outsourcing solutions.