

Addressed a cross system
for streamlining loosely
coupled M&A of leading
technology provider





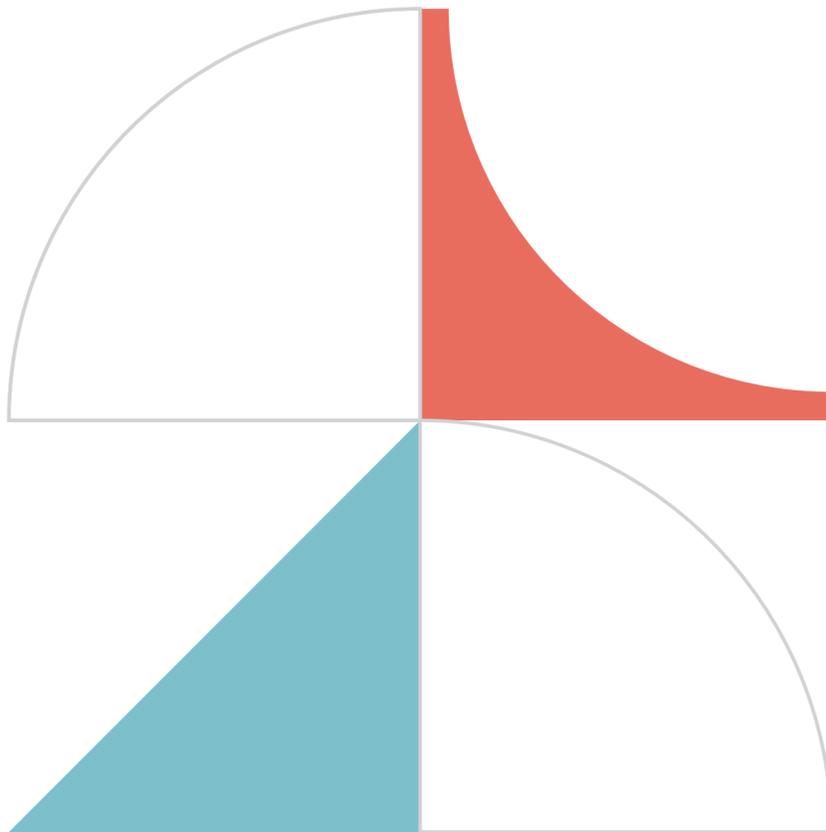
Overview

The client is a leading provider of advanced location -based solutions that maximizes productivity and enhances profitability. The client integrates its positioning expertise in GPS, laser, optical and inertial technologies with application software, wireless communications, and services to provide complete commercial solutions.

Organization Size: **2300**

Country: **USA**

Revenue: **\$3.5 Billion**



Challenges and Goals

The client was involved in a recent acquisition and faced specific enterprise problems that needed a robust IT solution:

- Ripple effect on the IT roadmap due to business implications from a legal, contractual and human resource perspective.
- Possibility of technology, ERP and business process incompatibility between the concerned organizations. For eg. Manual processing of sales orders (in the ERP system of acquired company).
- Lack of timely visibility of the financials and operations of the acquired company.
- Disparate processes across the client's and acquired company business impacting the productivity of resources.
- Duplication of part/product numbers for same product/parts across the client and acquired company system.
- To demonstrate returns on IT investments through M & A benefits, the client was forced to implement its IT roadmap in phases instead of upfront investments.
- Longer MIS reporting time.



Solutions

We performed core v/s context assessments to decide what needs to be consolidated to improve the reporting needs to smoothen line operation processes between the clients and the acquired company processes.

We also did other implementations such as:

- Standardizing the parts for the acquired company (as per the client's terminology) and de duplicating various parts and standardizing the inventory reporting system.
- Consolidating the procurement and sourcing polices at the acquired company's system (as per client recommended policies).
- Assessing the client's as well as acquired company's business processes and suggesting opportunities for standardizing the processes.
- Implementing an EDI system for automatic conversion of POs (raised by the client) in their standard format of sales order to reduce the lead times (customer deliveries) and to eliminate the manual entries.



Business Impact



Increase in revenue with cross selling

- Limited increase in cross organization inventory cost
- 50% reduction in lead time for MIS reporting
- 30% improvement in inventory reporting
- 25% reduction in operational cost

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