

## Investment Life Cycle

### IT Assessment Services for Deal Due Diligence, Integration, and Deployment

Supporting Equity Investments, Mergers, Acquisitions, and Divestitures: Northcross Group (NCG) technology and cybersecurity assessment, integration, and deployment services to manage risks and deliver on investment objectives.



In evaluating investment options, detailed understanding of a target's technical fitness—stability, performance, scalability, and ease of integration is essential...



#### Investment Analysis: IT Diligence & Deal Structuring

Evaluation of targets, market position, and customer base—with a focus on technology compatibility and integration risks. NCG uses a multi-point structured analysis to assess the stability, performance, and capabilities of potential investments with detailed forecasts and planning.

Bringing systems together and making sure data and functions connect on legal day one needs a secure environment to develop and test all elements end to end...



#### Integration & Transition: Conversion, Migration, & Testing

Complete due diligence to support transition planning and deal specification. Technical and program support for planning and execution system and readiness testing. Initiating actions for secure data conversion, platform migration, and business process engineering as needed.

Readiness assessments, mock exercises and event preparation for go-live and command and control groundwork to manage issues as they arise and drive overall success...



#### Deployment Execution: Readiness and Transition Services

Mock event exercise planning and implementation, inclusive of fallback and contingency planning for comprehensive readiness. Incident, communication, and transition transfer management development and execution to support all aspects of the go-live event.

Whether for investment, merger, divestiture, or acquisition—the quality and depth of insight into the technology and security posture of an organization enables better planning and structuring of a deal. Proper due diligence helps ensure the insight and data to support proper due care is in place.

Once a deal is set, the work to integrate systems and operations begins. These efforts have unique vulnerabilities and threats ranging from industrial espionage and criminal activity to negligence. NCG works across the acquisition and investment life cycle to perform detailed diligence to support better investment decisions, drive integration efforts, and be ready for go-live.

#### Investment Analysis: IT Diligence & Deal Structuring

Information Technology (IT) can be the downfall of profitability or the entire investment if not properly understood and accounted. NCG has an eight-point IT diligence program. This program uses a risk based approach that brings together quantitative and qualitative analysis to deliver insight and details to support the investment process.

The NCG Team has the experience to know where to investigate and how to get the complete story. NCG brings the experience to integrate technical details and an appreciation of markets, customers, and operations to understand how they interact.

#### Integration & Transition: Conversion, Migration, & Testing

Systems must be brought together securely and effectively to support the business after legal day one and go-live: data needs to flow, information must be accessible, and people must be able to perform.

NCG has a proven methodology for data conversion and platform migration initiatives from initial analysis and mapping to development and end-to-end testing. NCG develops and drives mock exercises to test and validate readiness efforts and ensure preparation activities are aligned for success.

#### Deployment Execution: Readiness and Transition Services

NCG makes sure nothing is left to chance and no details are overlooked. NCG works with internal and external parties on readiness, mock exercises, and deployment command center preparation.

NCG has a robust methodology and tools for command center operations that drive go live events. Effective planning and execution involves many different parties and scopes of work. NCG works across the organization and with key third parties to ensure integrated preparation and understanding of cross-functional dependencies and constraints. NCG brokers interaction and develops the materials and artifacts to support all aspects of the deployment.

## Execution Focused Expertise



#### Tailor Your Support

Across project roles and responsibilities, NCG brings a cohesive team with expertise to assist or drive as needed.



#### Experience & Skills

NCG has the technical and business acumen and capabilities to drive execution and success.



#### Tools & Accelerators

Tools based on industry standards and real world experience are used to leverage best practices and baselines.

The Northcross Group (NCG) delivers business system and technology services. NCG makes it our business to ensure that technology serves our clients, allowing them to meet business goals, gain competitive advantage, enhance security, implement governance, ensure compliance, and stabilize operations.

NCG consultants bring a blend of technical and business acumen with a proven track record in the public, private, and non-profit sectors. We approach business challenges head-on and figure out the most effective way to leverage technology to reach objectives.

NCG uses disciplined processes, refined from decades of experience. Flexibility is a cornerstone of our industry-tested methodologies—giving NCG the ability to adapt to changing environments and needs.

**[www.northcrossgroup.com](http://www.northcrossgroup.com)**  
**[info@northcrossgroup.com](mailto:info@northcrossgroup.com)**

100 Middle Street, East Tower, #203  
Portland, ME 04101  
Phone 207.699.5540  
Fax 207.699.2113

1101 Wilson Boulevard, 6th Floor  
Arlington, VA 22209  
Phone 703.351.3397  
Fax 703.351.5298