



## Acquisition & Divestiture Integration Services

*Getting Ready for Legal Day One and Go Live...  
Systems, people, and data interacting securely and delivering on investment expectations.*

Merger, acquisition, and divestiture success can ride on the effectiveness of the integration efforts. The integration scope can involve data conversions, platform migrations, and system interfaces. There are technical and security considerations as well as process and procedural elements that must be planned, tested and implemented properly.

Budget, timeline, and quality are all important. Robust governance is needed to keep things on track with up-to-date data for informed decision making. You need the right team to make sure this major undertaking is a success. Size and complexity of the effort demands that your team has the experience and capabilities to deliver.

The big things are important, as well as the details and foundational elements. Communications, training, and event preparation are needed to make sure rudimentary communication tools such as phones and emails are ready legal day one as much as mission critical system interfaces to make sure the newly constituted organization can perform.

In addition to the standard developing, testing, and preparation steps needed for a typical integration effort, two organizations are coming together. This requires end to end testing, communication, training, and business process management to make sure the new organization is ready to operate.

Northcross Group (NCG) helps organizations plan, develop and execute integration efforts with support and resources applied where your team needs them. NCG's comprehensive Integration Model keeps important elements from being left to chance.

### **Integration's Broad Perspective**

Acquisition or divestiture integration efforts involve a wide range of stakeholders and participants. Tasking, accountability, and responsibility span many different skills and subject areas. Foundational functions for quality, security, communication, and coordination of efforts need to be aligned and centrally controlled. Efforts prior to go-live are

# NCG Integration Model

A multi-disciplined approach focuses on execution that addresses technical, process, security, and communication components across the life cycle.



*NCG's proven integration methodology includes a broad range of stakeholders from across the organization—from the first planning steps through post implementation. Key considerations for people, technology, data, and business processes are delivered at every step.*

as important as event implementation and what happens afterwards. The integration scope covers the conversion, development, and testing; as well as introduction into the operational environment and how processes are managed going forward.

## Support When and Where Needed

NCG works with you to determine what support is required to meet your specific needs. From consultation, to providing on the ground expertise, to taking on key elements—NCG crafts an engagement model that best fits your organization and will deliver success.

The NCG Team is comprised of experts who bring to your engagement valuable lessons learned, proven methodologies, and tools to make sure you are successful. The NCG Team has a proven track record bridging between highly technical details to functional and operational processes in a variety of industries. NCG pays close attention to the different parts of your

enterprise, third party providers, and your customers to make sure everything is covered.

## NCG Proven Experience

NCG works in highly regulated industries where compliance, safety, and security are integral parts of the process. With broad skills and capabilities, we customize integration services for each deal to maximize the value we deliver.

### Healthcare:

NCG has worked with healthcare groups merging hospital and practice groups with focus on securing patient data and complying with HIPAA, Meaningful Use, and FISMA regulations. Consolidation efforts and implementation of new Electronic Medical and Health Record (EMR/EHR) systems and infrastructures need to be in place to both meet regulations and ensure delivery of the highest levels of patient care.

## Ensuring Security & Privacy In Highly Regulated Sectors

In addition to the acquirer and selling entity, a typical deal will involve a number of third parties, as well as their partners and contractors. In an effort to make systems talk to each other or just simply when ripping and replacing systems, data is moving from place to place.

Most data security programs and infrastructures are not designed to account for the unique circumstances around an acquisition. While integration efforts need to be supported, the unique security threats given the additional players and circumstances of a transaction must be addressed.

NCG develops interim security programs to manage the transitional constructs. NCG works with existing security personnel and programs to ensure they have the flexibility and scope to effectively handle the integration and transition processes.

Protecting data and being ready to address threats requires proactive planning—not just reactive steps. NCG helps coordinate activities and efforts across the different parties and provides infrastructure for effective communication and collaboration throughout the process.

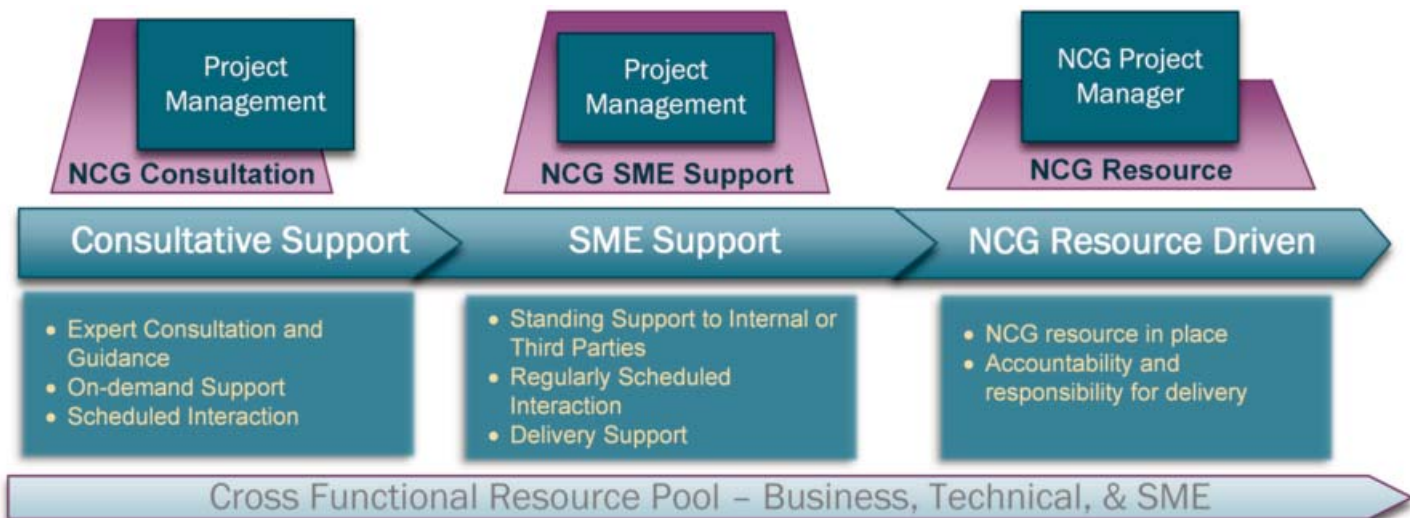
### Banking & Finance:

NCG has helped banks plan and execute best of breed, rip and replace, and hybrid mergers and divestitures. NCG has provided integration services for mergers & acquisitions, platform migrations, data conversion, and system integration efforts. Managing customer and employee experience requires detailed insight of up and down stream data processing to communicate impacts and coordinate activities.

### Retail & Manufacturing:

Growing into new markets and expanding production requires integration of data and processes. Distribution, supplier, and processor networks and systems need to talk to each other securely. In retail and manufacturing industries, NCG has delivered integration efforts to expand, secure, and scale technology infrastructure for the future.

## Integration Engagement Models:



*Different organizations have different needs. NCG works with you to determine the best way to provide services and give you the value you expect.*

# Execution Focused Support to Make Your Integration Successful



## Tailor Your Support

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



## Experience & Skills

NGC 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.

## Utilities & Infrastructure:

NGC helps energy and infrastructure entities with balancing key compliance requirements, industry frameworks, and heterogeneous IT networks and Supervisory Control and Data (SCADA) systems need to be coupled with new methods of business for communications, data sharing, and payment processing. NCG architects methods to leverage the value of analytics while ensuring compliance with NERC CIP, PCI and SOX throughout the integration process.

## Value Differentiators

NGC takes a holistic approach with the integration steps supporting a deal, looking across areas, how they interface, and how they will change. We account for effects on people, business processes,

technology in use, data processed, security posture, and the intelligence gained.

NGC brings tools and support to manage communication and coordinate needs with external stakeholders and impacted third parties. The speed of information with social media tools makes message management important both internally and externally.

## Getting Started...

NGC offers three tiers of support: consultative support, standing subject matter expertise services, and fully performing key functions. Based on your specific needs, we will craft a best fit solution and approach for your team.

The Northcross Group (NGC) provides business system, security, and technology services. NCG works 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.

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

NGC 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 your needs.

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