



M&A Technical Integration

IT integration can produce significant cost savings and enable synergies... or it can become a big liability.

M&A continues to be an effective growth strategy, enabling health systems to expand capabilities and geographic reach, while leveraging economies of scale and shared assets. They are also enormously complex to execute, with IT being one of the largest complicating factors. About half the synergies available in a merger are strongly related to IT, but realizing the potential requires good integration planning.

Common challenges from ineffective integration planning:

- “Merged” technical environments are difficult to manage
- Overlapping or extraneous applications/functionalities
- Added complexity and poorly managed technical environments create multi-level risks to the organization
- Challenging behaviors resulting from merger
- Leadership turnover or lack of alignment
- Interest in entering or exiting a shared service model

Impact Advisors’ blended operational expertise and mastery of enabling technologies drive maximum performance and sustainable value.

Impact Advisors takes best practices from healthcare as well as other industries to create flexible, scalable, and sustainable approaches that incorporate trends in applications rationalization, digital health, patient engagement, cloud computing, cybersecurity, outsourcing, other technology innovations, and emerging organizational models.

Our M&A IT Integration services include:

- Due Diligence
- Integration Strategy & Planning
- Application Rationalization
- Integration Implementation
- Failure to Launch / Corrective Action Planning
- Post-Merger Expansions
- Integration Project Management & Team Augmentation

Our Impact:

When properly planned and executed, **IT integration can deliver an additional 10-15% in cost savings** through resource consolidation and the elimination of redundancies.

Other benefits of our M&A Integration services include:

- Rationalized technology environment driving standards consistency, technical portfolio reduction, and contract consolidation
- Improved user experience and IT service levels
- Reduced spend
- Reduced risk
- Easier to manage environment

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