KPMG

Deal Advisory– Data Analytics and Technology

In-depth Guide

Technology in Mergers & Acquisitions (M&A)

The Technology in M&A team at KPMG has ambitious growth plans and you will therefore be part of a growing and dynamic team. We work globally with both acquirers and vendors on pre- and post-deal technology challenges in M&A or similar transactions while also developing technology-enabled in-house tools to best support our clients. Working alongside our colleagues within Deal Advisory, we provide an integrated and value-adding service to our clients to support them to make their transactions successful. We deal with all aspects of the technology function, from strategy to reviewing technology spend. We cover issues such as how companies take advantage of opportunities afforded by digital enablement, how they mitigate against the real cybersecurity threats posed by being connected businesses and how the technology function is supported by its people and by underlying systems/infrastructure landscapes. Above all, we are motivated by a passion to help our clients to execute transactions efficiently and maximise deal value through technology.

Our three key client proposition areas are:

• Integration: Planning pre- and post-deal to support the client to integrate the Technology function and systems into the Buyer's organisation, whilst enhancing value.

• Separation: Supporting Vendors to plan and deliver a credible, discrete standalone entity on Day 1 to the Buyer with value preserved and business continuity ensured from a technology perspective, including support to define and implement transitional service agreements.

• Due diligence: Highlighting key risks and opportunities in the target organisation's technology environment in order to ensure that acquirers are aware of key areas that may impact valuation.

Deal Analytics

Deal Analytics is a fast-growing team within Deal Advisory that drives value for clients across a wide variety of industries, using data-enabled solutions. We work closely with other teams in Deal Advisory and in this fast-paced environment, we add unique value to deals by providing efficient and robust analysis at deal speed.

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Our team uses big data tools and our own analytics platform to transform large volumes of financial data into a user-friendly format in order to provide insights into what really boosts performance. We interpret, at a transactional level, what is driving businesses forward or keeping them from realising their full potential, sometimes working with datasets in the tens of millions. We provide insights on customers, products, and other areas including, but not restricted to, sustainability, revenue, pricing, profitability drivers, concentration risk, 'winners & losers' and wallet share.

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