Mergers and Acquisitions

LTC International helps service providers and operating companies launch and grow their businesses. Our clients operate in a variety of regulatory environments: full-service monopolies and PTOs; long distance service providers; incumbent and competitive local exchange carriers; wireless and wireline carriers; and Internet service providers. Following the rapid increase in the number of competitive operators, the industry will inevitably move into a consolidation phase. This presents unique challenges and opportunities. We can help our clients realize the value of mergers and acquisitions by supplying teams of experienced *Business Operations Architects™* and designers who can reinforce their management team through crucial stages of impact assessment, planning, implementation and operations rationalization.

OPERATIONS INTEGRATION – INVESTIGATION

How can the operational infrastructures of your merging companies combine to deliver the ambitious market and financial results you're looking for? The LTC Operations assessment team can pinpoint key areas for action...

- Is it practical and economic to consolidate the operations?

- What will it take to move to a single OSS platform?

- Are the present systems an asset – or a liability?

- How much change is required to create a single product set? To reach the combined target markets?

- What challenges are involved in combining the infrastructure into a single network – and managing it?

- What are the data conversion challenges?

- What are the big opportunities for merging operations?

MERGER IMPLEMENTATION PLANNING

As a member of the management team in a merging service provider company, you already know that your success depends on fast but effective action. Sometimes it seems there isn't enough time for everything that needs to be done, especially now that you have a business to run and companies to coordinate.

Your company's Merger Implementation Plan should provide a well thought-through framework for purposeful decision-making and be a key tool for coordinating management actions across the company. The operations section of the plan should drive the evolution of the operational capabilities of the merging entities needed to deliver to end customers and generate revenue.

LTC International can assist you in developing a Merger Implementation Plan that takes account of market and operational realities. Our structured approach will ensure that the plan drives the merger of operational teams, business processes and operational support systems to create a successful operational environment that will deliver the desired business results.

PRODUCT/MARKET RATIONALIZATION

Time to market for acquired products and markets is critical in realizing the financial benefits of a merger, and sometimes the rush to implement allows too little time for planning. You want to avoid impacts to customers and operational overload.

LTC International can help you integrate the product lines and markets of each merging entity. Using our structured planning tools, checklists, and especially the knowledge of our experienced product managers, operations architects, designers and managers, LTC International can accelerate your product and market rationalization activities, allowing you to take decisive action as you move forward.

OPERATIONS INTEGRATION

Well-designed and soundly implemented processes can make the difference between a successful and profitable merger and another rocky road. It is difficult, however, for a busy management team to have the time needed to conduct the analysis, and manage the operational changes necessary to optimize the way things are done. LTC can reinforce your management team to accelerate unification.

LTC *Business Operations Architects™* combine expertise in the techniques of process analysis and mapping, deep understanding of the practicalities of service provider operations, and the experience to understand the impact of mergers and acquisitions in your organization. The LTC approach to operations integration is highly collaborative - so your managers and operations staff *own* the new, improved way of working and are committed to its success.

OSS ARCHITECTURE INTEGRATION

Merging businesses are often faced with two or more disparate OSS environments supporting two or more distinct operations. Even when companies have the same system, they will often be configured completely differently. While the ultimate goal may be a single operations support system, it is not an easy task, and not always the best solution.

Our Business Management Tool Kit provides a methodology for assessing and delivering an OSS solution best suited to the way you want to run your combined organization. LTC addresses all impacts on the IT network, including the revised topology and platforms, application architecture and tools, as well as the IT activities, including evolution planning and migration strategies.

Working closely with both your Operations team and your IT team, we can assess the incumbent applications for inclusion in the final architecture. We can then develop a range of practical and "implementable" solutions – utilizing existing and additional applications – and support your procurement team during the final stages of vendor evaluation and selection.

PROGRAM MANAGEMENT

Companies in the process of a merger need to manage multiple interconnected projects spanning multiple disciplines, involving multiple departments and external vendors. Pulling this all together is a challenge. LTC can help by providing experienced managers who can direct and oversee the program, manage inter-project dependencies and help you create a single focused team working together to meet your business objectives.

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