

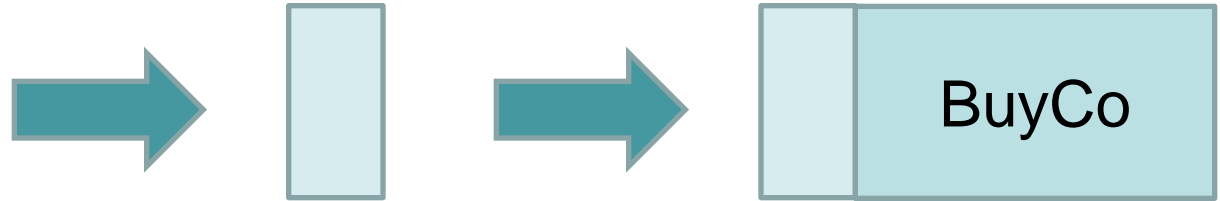
Transitions – integrations and separations

– a one shot opportunity to **Be Smart**

Conventional



3 step - Separate & externalise & integrate



Smart Options examples

Direct transition
Manual transfer– re-enter
“New customer”
“New service”
Reverse in – BuyCo to DivCo process
Externalise services to shared suppliers
+ many other options

Considerations

- Option set
Joint team
- Speed
 - Risk
 - Cost

“The conventional way of separation or integration, is not always the most sensible in terms of costs, timing and risk”.



Daniel Partners GmbH

Transition Lifecycle – things to think about.....

