

IT Merger & Acquisition Services



HealthNET consultants have extensive experience evaluating and planning for the IT components of mergers, acquisitions, and divestitures. We support merging and divesting clients with:

- ◆ Strategic plans
- ◆ Tactical plans
- ◆ Program and project management
- ◆ Implementation support

We have developed a survey and evaluation tool that is used in varying levels of detail throughout the phases of M&A outlined below:

Evaluation & Due Diligence

This phase involves understanding your IT strategies, collecting documents and data, conducting surveys, validation via virtual meetings and on-site inspections, and evaluation/analysis. We conduct an exploratory level of facts, much like “home inspectors”. Our analysis includes an overall statement of the IT game plan, timeframe, whether software licenses and other IT assets are inclusive in the transition, opportunities for savings or risk, and projected capital and operating costs. The findings and analysis are summarized in a written report.

Sprint to the Close

This phase lays the foundation for IT and provides the map for system design and implementation. It includes review of the organization’s current practices, processes, and the associated functional requirements so that appropriate decisions can be made. Further details such as costs and contract specifics are added to the survey tool during this phase. Other activities can vary if an IT Transition Services Agreement (TSA) is involved.

Transitions and Implementations

Current state analysis is then compared to organization standards and best practices. Design decisions are made and include which computer systems will be replaced, stay, or require an upgrade. Technical architecture, integration, and IT support are also reviewed, assessed, and revised. Implementations include system testing, user training, system impact, and change management. HealthNET augments in-house IT teams with our PMO and analytic experts.

Sustaining Management and Operations

As the dust settles, we re-take stock of IT management and operations to refine and ensure that these resources represent a sustainable model. Activities, tools, results, planned and final budgets, and lessons learned documentation are all reviewed and evaluated.

To learn more and request our **IT M&A Playbook**, please contact:
Mary Ann Keane, RN, Executive Vice President, makeane@healthnetconsulting.com x2182