

Client Profile

We can help you to:

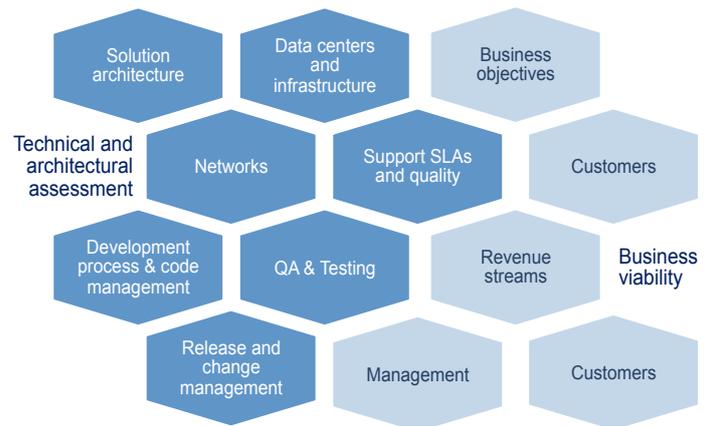
- Our client was a pan-European services group, providing development services and digital presence to large organisations globally. In particular, the group was largely involved in developing membership scheme websites and services.
- The organisation was considering acquiring a software solution company with an existing client portfolio for a future sourcing initiative from a European bank.

Challenges

- ✓ The software solution in question was an attractive potential acquisition, but required further investigation into its technical and architectural feasibility, as well as the risks associated with the purchase.
- ✓ There was also a need to develop a comprehensive vision of the product's competitive position on the market, including necessary extension and improvement.
- ✓ The organisation required an independent assessment, conducted by an organisation with comprehensive expertise in the field, and cibsys was engaged to assess the potential of the software and conduct due diligence on the product.

cibsys Approach

1. Cibsys developed a comprehensive due diligence framework with over 300 questions, covering all aspects of software and company:
2. In addition, cibsys conducted a competitor analysis to assess:
 - ✓ Relative strengths and weaknesses of the product
 - ✓ Pricing
 - ✓ Overall supplier viability



Key Outcomes & Value Creation

- The assessment uncovered significant concerns associated with the solution platform and the technologies used. The software was expected to be difficult to adapt to future needs and market trends.
- The client was able to make a sound decision regarding the acquisition and avoid a poor quality investment (estimated annual TCO of €1,900,000).

About cibsys: Founded in 2007, cibsys offers expert consultants from a variety of backgrounds and expertise in business process optimisation, IT and business methodologies, and project management best practices. We use a proven methodology that combines our experience in process reviews with years of experience in management consulting.

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