

Assess

Our client is a pan-European services group, providing development services and digital presence to large organisations globally.

In particular, the group was heavily involved in developing subscription membership scheme on-line services.

The organisation was considering acquiring a software solution company with an existing client portfolio to aid a future sourcing initiative.

» 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 to reach a wider customer base.

» The organisation required an independent assessment conducted by an organisation with comprehensive expertise in the field, cibsys was engaged to assess the potential of the software and conduct due diligence on the product to aid the Board decision on the purchase.

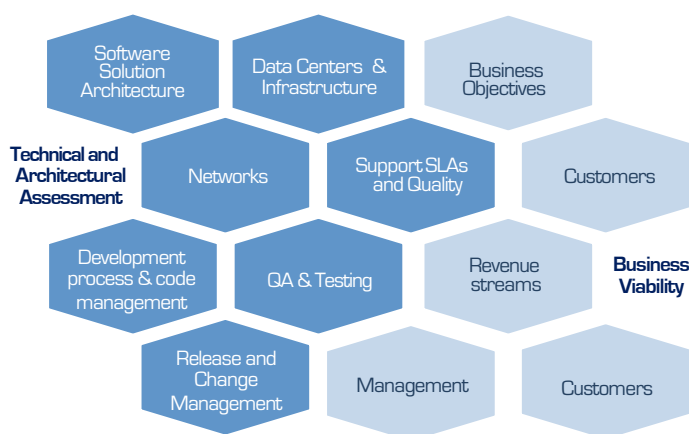
Advance

» Our team developed a comprehensive due diligence framework with over 300 questions, covering all aspects of software, infrastructure and the provider company.

» In addition, cibsys conducted a competitor analysis to assess the relative strengths and weaknesses of the product, the relative pricing and the overall supplier viability.

» Finally a full assessment of the efforts needed to enhance the product to reach the new target market was undertaken, including a project budget, plan, and risk assessment.

» The results were compiled into a go / no go decision for the client senior management to review.



Assure

- ✓ The assessment uncovered significant concerns associated with the software platform and the versions of the technologies used.
- ✓ The software was expected to be difficult to adapt to future needs and market trends. Initial project costs were assessed as both costly and risky to deliver in the timescales required.
- ✓ The client was able to make a sound decision regarding the acquisition and thereby avoided a poor quality investment with estimated annual TCO of €2,000,000.