

# › Divestiture Services

## Delivering Value Beyond the Sale

Divestitures are based on the value of the individual unit created by the original parent and the value the owners of the new company expect. Our Services focus on helping you operationally deliver that value, so that the resulting company is founded for independent growth and prosperity in the future.

### › Why Support for your Divestiture?

- › Create a realistic, cohesive plan for moving to an independent organization
- › Ensure the divestiture's Transition Services Agreement (TSA) is driving priorities and activities
- › Establishment of specific IT service and support model designed for the divested organization
- › Improve visibility of constrained resources critical to success
- › Proven capability and capacity to separate the organizations and business systems

### › Divestiture Execution Roadmap

The anticipation of a divestiture is exciting and uncertain at the same time. The day-to-day requirements of business operations become the responsibility of leaders potentially new to managing the entire organization. These new responsibilities have to be balanced with the expectations of the employees in the organization to continue operating on Day 1 of the new organization. In a newly formed company, along with the requirements of executing on revenue generating activity, there is a need to operate the IT function in an independent manner. From the business system used to track the entire order to cash process, to the systems used for human resources and payroll, all the functions of the new company need to be considered and planned for within the agreed to timing of the separation.

Managing through the transition is very important. Whether the new ownership is a third party or an internal group, contractual requirements in the sales agreement have to be accounted for and managed to make sure there are no surprises lurking for the new company. We work with the leadership team to define strategic plans on how to manage the new business through this time of transition. While each situation is unique, typical services we provide include:

#### **Prior to Legal Separation ("Day 1")**

- › Organizational Change Management
- › Project Portfolio Definition for separation
- › Portfolio / Financial Governance
- › Asset & Contract Transfer Support

#### **Prior to Physical Separation ("Day 2")**

- › Coordination between CIOs of two companies during the transition time period
- › Establish and Management of Divestiture PMO
- › System Implementations to support business functions
- › Operational Process Improvement Valuation
- › Operation and Systems

## WHY Zanett?

Zanett helps our clients align business objectives with technology to create Real Enterprise Value™. We help plan, build and manage the business applications that you rely on to run your business. Our unique combination of depth and breadth in functional experience combined with our industry expertise creates tremendous value for our clients.