



### MA&D Services

Our services span the project lifecycle to help you seamlessly integrate business strategies with enabling technologies for competitive advantage.

#### STRATEGIZE

- Due Diligence Planning and Process Management
- Sale Negotiations Advising
- Integration Planning
- Contract Negotiations with Third-Party Vendors
- Post-Acquisition Evaluation
- Exit Strategy Planning

#### IMPLEMENT

- Comprehensive Program Office Support
- Integration Execution
- Platform and Technology Consolidation
- Associate Readiness, Training and Communications
- Customer Readiness and Communications
- Interim Servicing Support

#### RUN

- Document Review and Remediation
- Operational Metrics and Reporting
- Application QA and Testing
- Process QC – Monitoring and Controls
- Data Quality, Lineage and Reporting

“NTT DATA Consulting developed a plan that was well thought out and brought people to the table that had the know-how and experience to get it done.”

TOP 4 U.S. BANK

### Helping You Address the Challenges of Today’s Market

Mergers, acquisitions and divestitures are fraught with deadline pressures, regulatory mandates, business risk and emotional factors. Once you determine the right path for your organization, each of these strategies has the potential to deliver value and enhance focus. But the process of successfully integrating or decoupling is always complex and oftentimes more costly and more time-consuming than planned. Understanding the business gaps between the organizations involved, developing the target operational and IT architectures, and consistently communicating the goals and deadlines are the keys to success in each of these scenarios. Staying on course and minimizing risk requires rigorous program management and decision-making processes. In the face of the uncertainty that mergers, acquisitions and divestitures bring with them, this is no small task and carries no guaranteed outcomes even for the most established financial institutions.

### Specialized Problem Solving: Mergers, Acquisitions and Divestitures Practice

NTT DATA’s Mergers, Acquisitions and Divestitures (MA&D) practice is dedicated to helping our clients in the financial services and insurance industries successfully pursue and integrate selective acquisition opportunities. Our MA&D solutions begin with assisting our clients in the development of attainable strategies, detailed roadmaps and proven execution efforts that align to their acquisition and business objectives. NTT DATA’s industry-leading MA&D assets and accelerators — including our exclusive framework and playbook developed from our leadership on dozens of MA&D efforts over the past decade — work across the critical elements of people, process, and technology. Together with our deep industry knowledge and comprehensive services portfolio, NTT DATA ensures a holistic approach that optimizes both the acquired and the acquiring organizations and delivers on the targeted business benefits.

## Client Success Story: Top 10 U.S. Bank



\$4 million in cost  
savings from successful  
branch integration

### CHALLENGE

With its acquisition of 21 branches, our client obtained \$1.2 billion in deposits and \$112 million in commercial loans. Closing time constraints and the environmental complexities at both banks presented challenges to data gathering, communication and branch integration.

### SOLUTION

NTT DATA Consulting worked with internal and external stakeholders to prioritize critical IT and business processes for the overall acquisition strategy. The team established project management routines and processes, performed testing for 45-plus applications and drove the development of the merger playbook.

### RESULTS

The NTT DATA Consulting team not only completed the branch conversion within the 30- and 60-day legal and regulatory mailing requirements, but also delivered \$4 million in cost savings.

## Why NTT DATA Consulting?

Our industry-centric business and technology consulting approach offers a distinctive set of capabilities to help you grow and compete in the digital era:

### Industry focus

We help you address your most pressing and complex challenges from the vantage point of your industry – financial services. Our consultants provide the deep, industry-specific insight and specialized counsel you seek to overcome hurdles, create new growth paths, and innovate your business.

### Unmatched expertise

As a leading provider of business and technology consulting solutions to the financial services industry, we have more than 1,000 dedicated business consultants and we work with 25 of the leading financial institutions in North America.

### Integrated approach to business and technology

We use our expertise and proven track record to create solutions that seamlessly integrate business strategies and enabling technologies for competitive advantage in the digital world.

### Solutions for your entire business

We help you strategize for the future, implement transformative change, and run with efficiency for the long term by orchestrating solutions that tap the entirety of NTT DATA's global resources and technology expertise across digital, cloud, ERP, application management, and BPO.

### Personalized attention

Our client-first culture ensures personalized and responsive attention that delivers an exceptional customer experience backed by the reach and resources of NTT DATA's global capabilities.

## About NTT DATA

NTT DATA is a leading business and IT services provider and global innovation partner with 80,000 professionals based in over 40 countries. NTT DATA emphasizes long-term commitment and combines global reach and local intimacy to provide premier professional services, including consulting, digital, managed services, and industry solutions. We're part of NTT Group, one of the world's largest technology services companies, generating approximately \$100 billion in annual revenues and partner to 85% of the Fortune 100. Visit [www.nttdata.com/americas](http://www.nttdata.com/americas) to learn more.

## Let's Get Started

To learn more about how we can help you succeed, please contact:

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