

# Enhancing Private Equity Value

Identify synergies and achieve exceptional post-merger integration results with Synoptek

## SYNOPTEK APPROACH

### LEVERAGING TECHNOLOGY TO IMPROVE ENTERPRISE VALUE

With over 25 years of diverse experience in the M&A business, Synoptek's pragmatic approach enables successful value creation and risk reduction for private equity firms. Our comprehensive management and assessment of technology functions across verticals enable customers and investors to identify synergies aligned with their technology and business objectives pre-closure and ultimately achieve the desired post-merger integration results.

### BENCHMARKING FRAMEWORK

No two acquisition engagements are the same. Timelines, objectives, and constraints are different with every engagement. Our tailored frameworks, rich M&A experience, and our ability to dynamically align with your evolving objectives can help reduce your risk. Our technology assessment framework provides a glimpse into the key functions that make up a company's IT competencies, services, and organization to highlight key opportunities, issues, and risks. We then use this understanding to develop a post-merger integration or value realization plan that fits your needs and goals.

# OUR SERVICES

WHAT

## Due diligence

### 01 Get to Go

#### Value Identification:

Due diligence consists of: strategic planning, definition of rationale and synergies, discovery, data gathering and analysis, findings and recommendations

## Plan to close

### 02 Plan to Go

#### Value Realization Plan:

Plan to close is where the post merger integration plan is completed until the deal is final, transaction is closed and post merger integration begins.

## Post-merger support involves

### 03 Get to Value

#### Value Realization & Value Creation:

Post merger involves the validation, refinement and execution of the integration plan driving the combined organization to realize strategic rationale synergies and business objective.

HOW

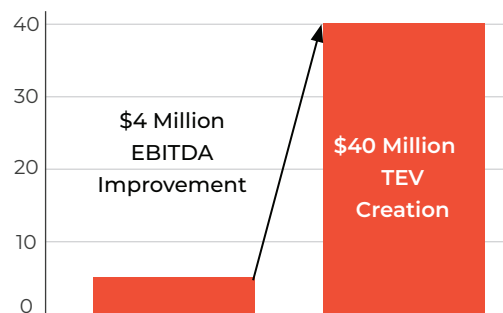
- IT Assessment:
  - Applications
  - Infrastructure
  - Cybersecurity
  - Tech Operations
- Technology Asset Valuation
- Integration Planning

- TSA Scoping & Negotiation
- Program Management
- Project Management
- Change Management
- Security Management
- Application Migration
- Cloud Migration

- Infrastructure Migration
- Digital Transformation
- Technology Strategy & Plan
- Customer Experience Projects
- Cost Optimization
- IT Operations Outsourcing

## REPRESENTATIVE PROJECT: DUE DILIGENCE YIELDS \$40 MILLION IN VALUE

During a project to develop a post-merger integration plan for a pending acquisition, Synoptek evaluated the process and technology synergies in the planned merger and discovered over \$4 million of annualized EBITDA improvement, ultimately yielding \$40 million of enterprise value.



TEV = EBITDA Improvement X 10

## CREATING VALUE FOR MULTIPLE PE FIRMS

|  |  |  |  |  |  |
|--|--|--|--|--|--|
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |