



White Paper: A Framework for Technology Diligence and Integration

Prepared by Olliver Douglas Partners

In the fast-paced world of technology acquisitions, the bridge between "signed deal" and "realized value" is often precarious. Many firms successfully navigate the transaction only to find the subsequent integration fraught with unforeseen technical debt, cultural misalignment, or security vulnerabilities.

At **Olliver Douglas Partners**, we utilize a proprietary framework designed to de-risk acquisitions and maximize synergies. This white paper outlines our comprehensive approach to Due Diligence (DD) and Integration Strategy, transforming complex technology landscapes into streamlined growth engines.

I. The Due Diligence Framework: Beyond the Surface

A robust diligence process must move beyond high-level financials to evaluate the "six IT towers." This ensures a 360-degree view of the target's health.

1. The Six Critical IT Towers

To ensure no stone is left unturned, we structure our evaluation across these key domains:

- **Platform & Customer:** Analyzing product roadmaps, technical debt, and customer retention metrics.
- **Operating Model (People & Process):** Assessing the maturity of software development cycles (SDLC) and identifying critical "key person" risks.
- **Infrastructure:** Evaluating hardware lifecycles, scalability of hosting environments (On-prem vs. Cloud), and technical debt.
- **Applications:** Auditing software inventory, customization levels, and EoL (End of Life) status.
- **Cybersecurity:** Reviewing security tools, MFA implementation, and compliance with local regulations.
- **Financials & Contracts:** Scrutinizing OpEx/CapEx variances and the transferability of



vendor contracts.

2. The Diligence Lifecycle

We execute diligence in three distinct phases to ensure speed and accuracy:

1. **Gather:** Utilizing a tailored Information Request List (IRL) and a centralized "DealTool" repository.
2. **Evaluate:** Benchmarking the target against industry standards and defining the "high-level end state" strategy.
3. **Report:** Producing a "Red Flag" report early in the process, followed by a final deep-dive report that includes a full transition roadmap.

II. Integration Strategy: Realizing the "Best of Both"

Integration is not a "one size fits all" activity. The strategy must align with the acquisition's primary objective—whether that is customer migration, functionality absorption, or parallel platform management.

The PPCAT Approach

To provide a consistent structure for the transition, we organize all integration activities under the **PPCAT** model:

- People
- Process
- Contracts
- Assets
- Technology

Integration Governance

Success requires a clear hierarchy to resolve blockers and maintain momentum:

- **Steerco:** Provides strategic direction and ultimate decision-making authority.
- **Integration Management Office (IMO):** The "engine room" that manages the consolidated plan and daily execution.



- **Design Authority:** Experts responsible for making critical technical design decisions.

III. Maximizing Synergies: The Value Lever

The true power of M&A lies in synergy realization. We categorize potential benefits into six high-impact areas:

Synergy Category	Key Opportunities
Technology	Re-platforming to cloud, unified development environments, and stack standardization.
Operational	Merging support platforms and unifying QA methodologies.
Financial	Tax optimization and improved access to capital.
Market/Customer	Cross-selling and expanded geographic presence.
Culture/People	Shared knowledge pools and enhanced employee development.
Contracts	Economies of scale and stronger vendor negotiation positions.

IV. From Day 1 to Month 24

A successful integration is a marathon, not a sprint. Our standard L1 Integration Plan covers the critical 24-month horizon:



- **Sign to Close:** Focus on joint planning and "Red Flag" remediation.
- **Months 1-3:** Establishing governance, onboarding talent, and defining the Target Operating Model (TOM).
- **Long-term (4-24 Months):** Executing full customer migrations, decommissioning legacy platforms, and realizing long-term synergy metrics.

Partner with Olliver Douglas Partners

Is your organization prepared to turn technical complexity into a competitive advantage? At Olliver Douglas Partners, we don't just identify risks—we build the roadmaps to overcome them. Our repeatable, flexible approach ensures that every deal is backed by a single source of truth and a relentless focus on value.