



IT Acquisition Integration

How Cisco IT Standardizes the Acquisition Integration Process



A Cisco on Cisco Case Study: Inside Cisco IT

Overview

- Challenge

 - Integrate the IT operations of newly acquired companies quickly and easily

- Solution

 - Apply core principles and standard processes for IT integration

- Results

 - Easier integration that maximizes value of acquisition

- Next Steps

 - Continue to build IT integration expertise

Challenge

IT Integration of Acquired Companies

- 115+ companies acquired since 1993
- Merge all sites onto the single Cisco corporate network
- Integrate applications, infrastructure, and IT services quickly and easily
- Align the IT organization and governance
- Look for opportunities to increase the acquisition value through IT decisions



Solution

Standard Principles and Processes

- Core principles

 - Network and IT integration

 - Deploy Cisco products

 - Align IT organizations, teams, and governance

 - Clarify cost allocations

 - Plan relevant and timely communications

- Standard processes

 - Scope assessment and business modeling

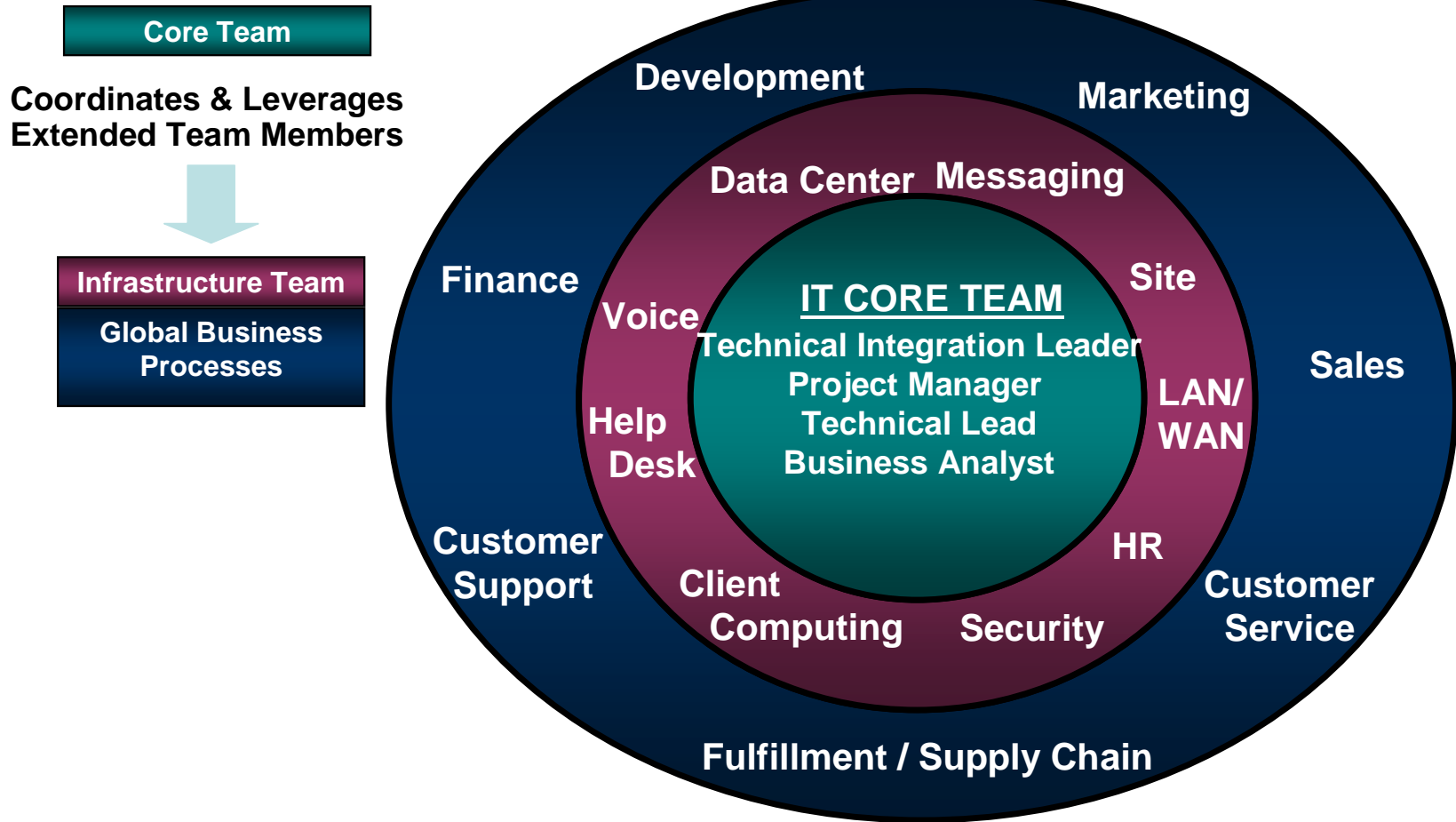
 - Detailed due diligence and integration planning

 - Transition and integration activities

 - Ongoing measurement and monitoring



Solution



Results

Maximized Acquisition Value

- Business benefits

 - Shorter time to realize acquisition value

 - Ability to pursue more acquisitions, more quickly and at lower risk

 - Faster, more efficient, and less disruptive integration efforts

 - Increased cultural integration

- Technical benefits

 - A single corporate network, standard IT infrastructure, and application architecture reduce costs and management burden

 - Fully aligned IT organization and clear governance

 - Repeatable, scalable processes reduce integration time and disruption



Next Steps

Continuous Improvement

- Continue to apply the standard integration principles and processes as appropriate to each deal
- Expand Cisco IT integration expertise with each new acquisition

To read the entire case study or for additional Cisco IT case studies on a variety of business solutions, visit Cisco on Cisco: Inside Cisco IT

www.cisco.com/go/ciscoit



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