



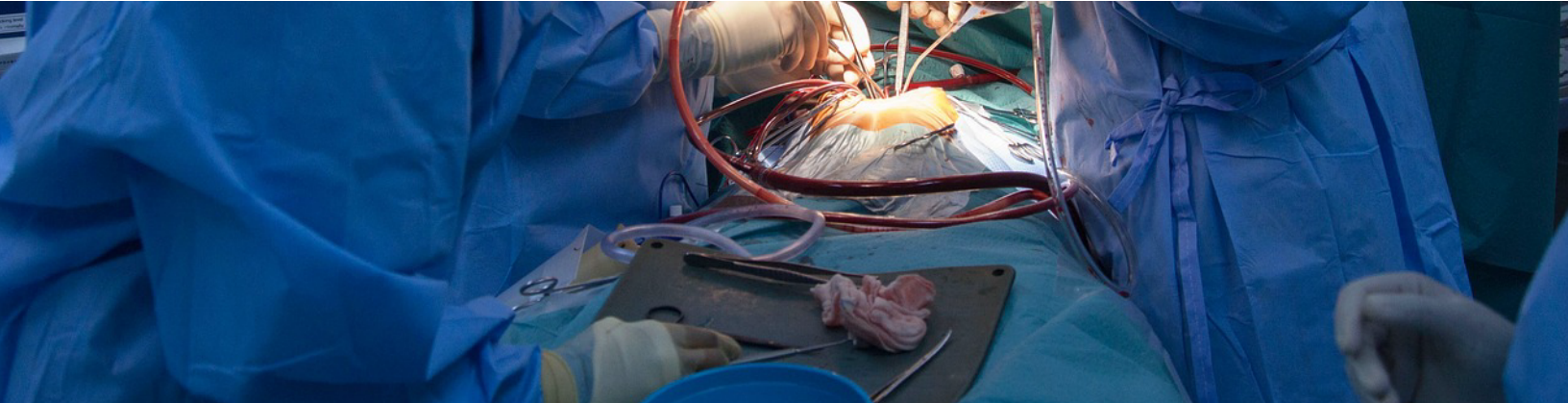
Merger and Acquisitions (M&A) In Healthcare Case Study

“Companies that prioritize integration planning during due diligence are **24% more likely** to achieve their deal's full value potential.”

"The Importance of Integration Planning in M&A"
McKinsey & Company



Our ultimate responsibility is to the patient, it's our job to elevate the standard of care for patients everywhere...



The Advanced Healthcare Division of Fortive, acquired an infection prevention company from Johnson & Johnson, forming a new standalone entity, Advanced Sterilization Products (ASP).

This merger and acquisition (M&A) activity necessitated the establishment of new, more robust cloud services and technology infrastructure to support 1,300 employees across 62 countries. Metagyre was engaged to provide project and program management for the global IT infrastructure transition.

Key Success Factors

- 1. Standardization of Operational and Migration Procedures:**
Ensuring consistent processes across regions, streamlining integration and minimizing disruptions.
- 2. Adaptable and Scalable Cloud and Infrastructure Solutions:**
Implementing flexible solutions to accommodate the varying needs of a global workforce.
- 3. Strong Cross-Functional Collaboration:** Fostering collaboration across different functions and geographies, ensuring alignment and smooth execution.
- 4. Deep Understanding of Globalization:** Leveraging extensive experience in managing global operations to navigate the complexities of the integrations.



“Our Metagyre program manager, Marc, was vital in delivering both Day 1 and Day 2 country closes for the infrastructure tower. His leadership and program management abilities kept us all on track through every status report.”

Dan M. | ASP Director
and Program Sponsor

Major Program Phases:

Day 1: Focused on the Transition Service Agreement (TSA) exit for the Americas (AMERS), Western Europe, Middle East, and Africa (EMEA), and Australia and New Zealand (ANZ).

Day 2: Addressed integration and exit of Asia Pacific (APAC), Central and Eastern Europe (CEE) countries.

Key Integration Deliverables:

Metagyre’s project and program management team developed and executed the plans that achieved the following deliverables without disrupting the business:

- Global PC and laptop procurement, distribution, and deployment
- TSA asset management and returns
- Business application migration to the new ASP infrastructure
- Corporate data migration
- End user data migration, support, and training
- Telephony and collaboration system setup
- Localized third-party logistics (3PL) setup and integration
- Shared services corporate infrastructure and cloud setup
- Operationalization of helpdesk services

Risk Management Successes:

Successful risk management was crucial throughout this complex M&A integration. Metagyre identified and mitigated several major risks, including:

- **COVID-19 Disruptions:**
Overcoming challenges related to technology deployment and retrieval during the pandemic.
- **Global Supply Chain Issues:**
Navigating supply chain disruptions to ensure timely delivery of equipment.
- **Complex Multi-Country Rollout:**
Managed localization and local asset handling across diverse regions.
- **Limited Availability of Key Resources:** Ensuring critical tasks were completed despite resource constraints.
- **Regulatory Compliance:** Meeting stringent regulatory requirements (e.g., HIPAA, SOX) while seamlessly handling multi-company reporting.

Key to Success:

A critical factor in the program's success was Metagyre's implementation of real-time program visibility. Dashboards, tied to real-time metric data, provided stakeholders with instant access to project tasks and statuses, enabling proactive management and timely resolution of issues and roadblocks.





Outcome:

Despite significant challenges, the ASP IT Integration program was completed on track, delivering the **successful transition and integration of the \$2.7 billion acquisition**. The scalable integration template developed during this program, has since been reused for subsequent acquisitions and divestitures by Fortive, including the integration of Censis (also led by Metagyre).

Conclusion:

High-performing acquirers understand the complexity and importance of seamless integration. They leverage expertise in project and program delivery (PPD) combined with adaptive planning and mobilization, proactive risk management, and highly effective stakeholder communication. Successful M&A deal managers engage integration experts early to ensure successful outcomes, even in the most challenging circumstances.

If you are open to achieving your deal's **full value potential** and the timing is right, learn more about the importance of integration planning by contacting us at: metagyre.com/contact





Fortive's Advanced Healthcare Solutions is enabling health care providers to deliver exceptional patient care more efficiently with industry-leading instrument sterilization



Metagyre, Inc.
Strategic Project Execution
Adaptive | Predictive | Delivered