

The Gold Standard for Mergers and Acquisitions

- Rapidly deliver action items on mobile devices
- Use Appian Records for ad-hoc options and orders to track spending
- Get immediate access to critical data
- Simplify financial forecasting and planning

Mergers and acquisitions (M&A) between companies is a standard practice these days with the hope of mutual benefit for all involved. But, challenges can often stand in the way of success.

Despite an M&A board approving deals, new parent company execs don't always know exactly how acquired companies were previously run, nor do they know all the changes that are necessary to align the new acquisition with the corporate gold standard.

As M&A activity moves forward, the newly acquired company must meet its parent company's standards, including:

- Achieving and maintaining operational efficiencies
- Communicating consistently with employees and customers of both firms
- Affecting day-to-day activities as little as possible
- Identifying approved vendors for the transition process

...and the list goes on.

INTRODUCING THE APPIAN DIGITAL TRANSFORMATION PLATFORM FOR M&A

Simply put, Appian makes the transition of obtaining a new company, easier, not only for the parent company, but for end-users and customers alike.

Appian's single, unified application platform, powered by low-code Business Process Management and Case Management capabilities, ensures a consistent experience for all parties, including employees acquired during mergers, as well as the customers they serve.

GLOBAL CONSISTENCY. LOCAL FLAVOR.

Adhering to the global structure of the company is important, but so is allowing each department to operate with their own style. A successful M&A hinges on the ability to integrate multiple ways of completing tasks into a streamlined



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process. The unification of data from multiple channels lets departments operate locally, yet maintain information on a global level. With Appian Records, companies are able to function in this manner while sustaining high efficiency levels for both employees and customers.

SINGLE SOURCE OF TRUTH

With **Appian Records**, Appian can provide a coordinated view of all information to help tackle ad-hoc options and orders throughout the standardization process to track spending. This helps keep budgets on point and sets a framework for future M&A's. With this, legacy systems integrate with newer systems, openly sharing data to eliminate the need for a total rip-and-replace initiative. Unified information will allow employees to make smarter decisions, in turn, providing a more consistent and positive experience for the customer.

INSTANT MOBILITY

The ability to complete tasks can no longer be limited by desktop access; mobile applications must function across various platforms immediately upon deployment with the

same power as their desktop counterpart. Appian's instant mobility feature means employees can utilize every function of an application they need, anywhere, on any device.

INDUSTRY-LEADING SECURITY

Maintaining high security measures and compliance standards during M&A's is critical. With Appian's administrative declarative tools, security is not sacrificed during a transition period, only those with the proper authorization can view and share data, and applications meet several key compliance criteria.

ON-DEMAND SCALABILITY

To stay ahead of the curve during M&A's, highly scalable applications must be constructed rapidly; they must be able to expand their capabilities over time to meet ever-evolving needs. Agile application development within Appian gives users the ability to create scalable applications fast. Implementing future iterations to applications is painless, allowing them to be agile during their usage lifetime and a component for repeated M&A success.

PRIORITIZE WHAT CUSTOMERS NEED

Process innovation must take place while ensuring customers are seeing no decrease in service level:

- Streamline operations
- Improve customer service
- Unify data, process, systems, and people
- Increase price transparency
- Enhance and ensure security

FOCUS ON BUSINESS CONTINUITY

With proven, unified technology, Appian helps overcome challenges faced during a merger while allowing for continued business operation with:

- Real-time access to information across systems
- Process management and Process Standardization across companies
- Records management
- Business operations
- Online and offline capabilities

PREPARE FOR THE FUTURE

The future of business depends on flexibility to change while maintaining customer focus.

In order to take into account changing environments, organizations must address three trends:

- Ability to rapidly adapt to change
- Mobility
- Digital transformation to improve orchestration

Appian

Appian delivers an enterprise platform for digital transformation that enables organizations to revolutionize their customer experience, optimize their business operations, and master global risk and compliance. Powered by industry leading Business

Process Management (BPM) and Case Management capabilities, Appian's low-code approach can radically accelerate the time it takes to build and deploy powerful, modern applications, on-premises or in the cloud.

For more information, visit www.appian.com