



## DigitalMIX™

Accelerated M&A transactions through  
a preconfigured implementation approach

February 2024



# Meet DigitalMIX™

**Lean, technology-driven business process design** based on S/4HANA Public Cloud, SAP BTP and others



**Modern, SaaS-based solution architecture** helping project teams to reduce effort, minimize complexity and improve quality

**Accelerated standup** with pre-built components to speed up complex implementations

# DigitalMIX™ primary use cases



## M&A Carve-Out

### Description:

Using DigitalMIX™ to quickly transform a company's business systems to a modern, standardized landscape during a transaction

### Value Proposition:

- Accelerate carve-out of new business entity
- Update and optimize SaaS architecture
- Improve business operations and outcomes

## Digital Transformation

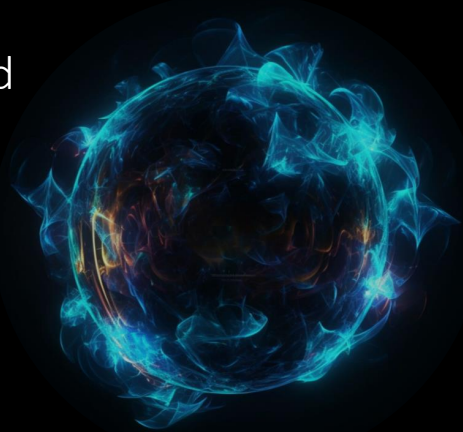


### Description:

Using DigitalMIX™ to transform a company's end-to-end business systems to optimize cost, process and commercial strategy

### Value Proposition:

- Update and optimize SaaS architecture
- Improve business operations and outcomes
- Do so in an accelerated timeframe



# DigitalMIX™ addresses key business challenges

## Key Business Challenges



Lack of scalability, limited flexibility for M&A activities



Legacy processes limiting growth, compromising security



Lack of E2E data visibility impacting decision making



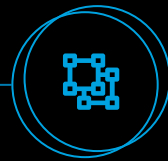
Slow timeline for standup requires expensive TSAs



High costs of standup or transformation efforts



Complex IT landscape, redundant applications



High technical debt, custom and on-premise apps



Extensive reliance on internal IT



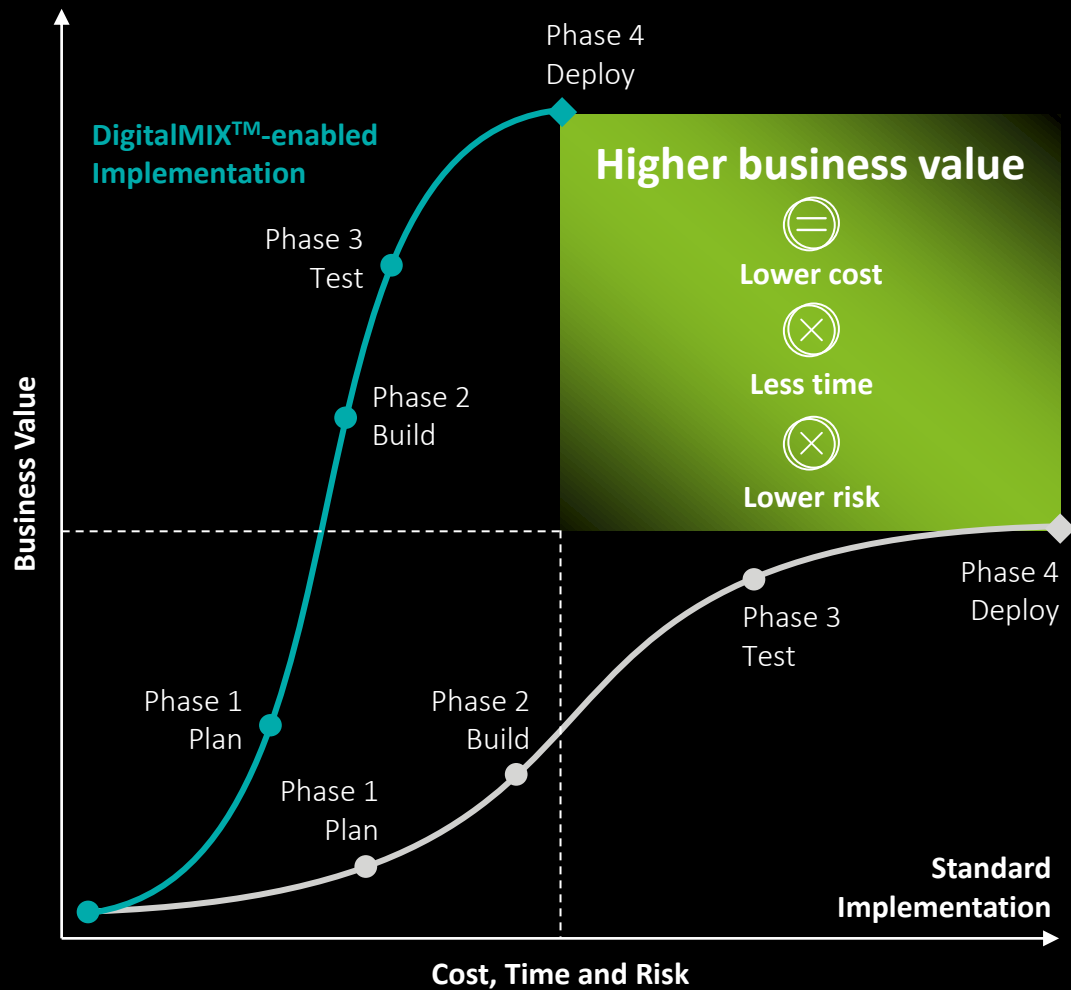
Reliance on TSA provider



Slow implementation of custom solution

## Underlying Technology Pain Points

# DigitalMIX™ enables standup to the target state faster



**20 – 30%**  
Reduction in IT OpEx

From the transformation, with a rationalized set of apps and fewer FTEs needed



**20 – 40%**  
Reduction in timeline

Of the stand-up or transformation, potentially reducing or eliminating TSA requirements



**40 – 70%**  
Smaller app footprint

Reduces IT complexity and lowers business risk



**50 – 75%**  
Operational improvement

Through reduced sales cycle time and increased order & invoice accuracy

# DigitalMIX™ solution summary



## **Pre-configured**

deployable delivery solutions for complex, multi-cloud capabilities



## **Pre-integrated**

environment to reduce effort, decrease complexity and improve quality

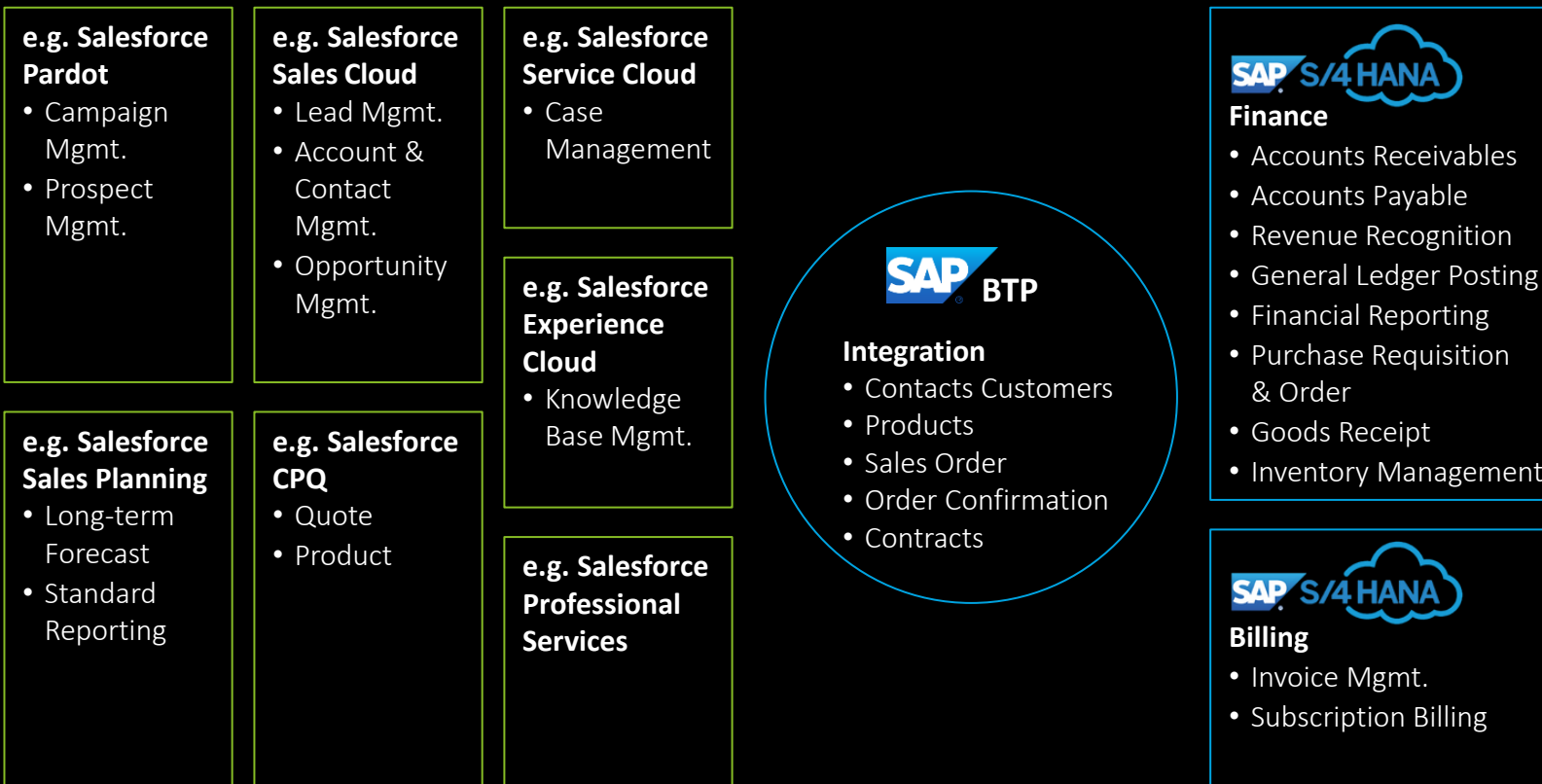


## **Pre-built**

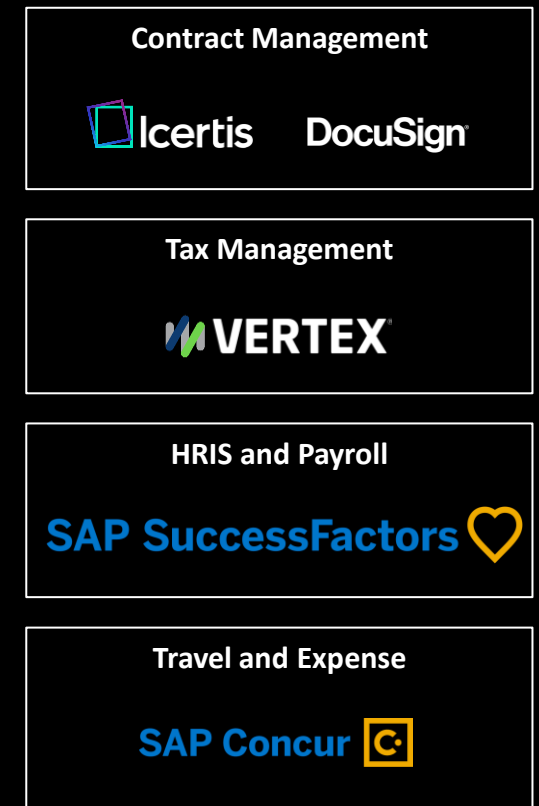
suite of standardized configurations, objects, artifacts, project tools, and templates

# DigitalMIX™ architecture powered by SAP S/4HANA Public Cloud

## Lead to Cash Cycle (Marketing, Sales, Service, Support, Finance and HR)



## Other Boundary Apps



Front-office
  Back-office
  Boundary Apps

# DigitalMIX™ implementation accelerated



## Cross-Industry Solution – Lead-to-Cash Transformation



### Initiation

- Project organization
- Meeting cadence
- Jira QRG
- Status reports
- Agile book
- Steering committee



### Discovery

- Pre-built questionnaire for process area scoping
- Evaluation of current governance model, business processes, applications, data systems and delivery approach



### Explore

- Workstream specific pre-written processes
- Pre-built workshop decks, demos and supporting material
- Delivery process and procedures



### Build

- Pre-built integration
- Implementation tools
- Development standards
- Code review checklist
- Deployment checklist



### Test

- Unit test scripts
- Defect management process
- Testing strategy and plan
- SIT, E2E test scripts
- Test execution automation



### Training

- Developed transition strategies, roles and responsibility matrix
- Detailed transition execution plan
- Train the trainers for all workstreams
- Pre-developed training content



### Deployment

- Functional and technical cutover steps
- Financial cutover timeline
- Month end close template



e.g. Salesforce

DigitalMIX™ will achieve a **20 – 40% acceleration** over a similar project without accelerators and thus reduce costs.



# DigitalMIX™ recent awards



2023 Oracle CloudWorld:  
**Partner of the Year – Innovation**  
North America



14<sup>th</sup> Annual International M&A Advisor Awards:  
**M&A Deal of the Year**  
\$250 – \$500M

22<sup>nd</sup> Annual M&A Advisor Awards:  
**Strategic Deal of the Year**  
\$1B+



**Restructuring Deal of the Year**  
\$100 – \$500M

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