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This chapter provides an overview of the critical role of IT and its importance in planning and executing a

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In addition, half or even more of the potential synergies

resulting from an integration are

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related to or dependent on IT. No matter how contrary doing so may be to an enterprise's culture, it is important to invest sufficient resources, budget, and attention in IT before and during an integration to maximize the potential that all those synergies will be realized.

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playbooks can help:

Connect corporate development processes to

integration planning processes. Specify who needs to be involved and when.

Anticipate and document key decisions that need to be made in each phase. Document anticipated risks and

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issues requiring action. Provide parameters to ensure day one readiness.

Outline processes and steps for unique M&A scenarios (eg, carveouts). Provide clear rules of engagement and protocols for managing sensitive information.

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