



Private Equity Services

Delivering IT Economies of Scale

call (888) 272-3077, or visit us on the web at www.OneNeck.com

During the course of any corporate divisional carve out or consolidation play scenario, the underpinning Information Technology infrastructure plays a pivotal role. Inadequate technology, operational resilience, or poor leadership can create an unstable foundation that can dramatically influence cost, availability, security and ultimately business valuation. OneNeck works closely with our Private Equity partners at every stage of a transaction. From Information Technology due diligence through preparing for a carve-out or consolidation play, OneNeck is able to provide the transition and outsourcing support needed to ensure success.

Understanding the objectives of the Private Equity firm is where we excel. The anticipated growth of a business and the expected hold time of the investment are just some of the considerations that can dramatically affect your needs. By first understanding these needs, we are then able to determine the correct approach for your IT operations. Many firms can assess your IT operation, but very few can assess it with a business strategy mind set.



OneNeck Ranked No. 1
ERP Management Outsourcer
by the Black Book of Outsourcing
for Three Years in a Row!

TAILORED, SCALABLE AND PREDICTABLE SOLUTIONS

OneNeck's Private Equity service offerings include:

- **IT Due Diligence** — Typically we deliver this service as a part of a greater Due Diligence effort. Our first priority is to understand the objective of the transaction. We then take into consideration the anticipated short medium and long-term business profile. With these two perspectives in mind we perform our IT Due Diligence. This offering can range from a high-level two day assessment to a detailed two week drill down, depending on needs.
- **Shorten TSA Life Cycles** — Another consideration for conducting a comprehensive IT due diligence assessment is that it could shorten the life cycle of Transitional Services Agreements (TSA), which typically can be extremely costly and operationally paralyzing. Finding a provider

with a proven track record in performing these services will become a valuable asset for a deal team. Leveraging a service provider's capabilities to review, interpret and work with a deal team to negotiate the TSA and to identify operational alternatives will limit cost and time exposure. Phasing out TSA dependence not only enables your business to identify and create its own culture, but also improves operating margins and strengthens financial and operational performance.

- **IT Outsourcing/Hosting Services** — Our outsourcing services for Private Equity are very similar to those provided to all of our clients. The primary difference is the embodiment of the ultimate transaction strategy. Outsourcing the IT operations yields excellent operational cost savings as well as predictability. Outsourcing can also provide an extremely flexible and adaptable platform from which to expand, shrink or modify your IT footprint, based on your changing needs.
- **IT Operations Transition Planning** — Effective IT operations transition planning yields benefits on both the sell side and the buy side of a transaction. Whether you are breaking a division out of a parent or preparing a portfolio member for sale, consideration of the IT operations is fundamental. A poorly executed IT transition can significantly impact timing of a transaction. Also, a well thought out and effect IT transition plan can affect the perceived stability of an organization, and thus its valuation.
- **Optimization of IT Operations** — Within our current economic climate, efficient operational execution is mandated. Cost control, stability of operations, systems availability and performance are all fundamental requirements for any business. If outsourcing isn't a fit for you, as an alternative we can bring our operational excellence to help your business improve the management of your IT operations. OneNeck's experience in managing users worldwide from different organizations is available to our private equity customers in a consultative capacity.
- **Business Solution Selection and Implementation** — Many businesses find themselves in a position of needing to replace their primary business systems. OneNeck has experience with numerous different types of hardware, software and technologies that support business execution. We have an established methodology to help our customers through needs analysis, solution selection and ultimately implementation.

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PROVIDING “IT PEACE OF MIND”

OneNeck IT Services is the leading provider of enterprise outsourcing solutions for mid-market companies. We offer investors a partner with both expertise and a track record of success in IT Due Diligence and Strategic Future State Planning services. Unlike other vendors with rigid, “one-size-fits-all” programs, OneNeck understands the unique needs of Private Equity firms, and has designed services flexible enough to be built around the specific requirements of your existing and prospective portfolio companies.

OneNeck’s specific expertise in working with acquirers of divisional carve-outs allows private equity clients to:

- Differentiate themselves as a bidder
- Add value to prospective management teams with a partnership approach to support the business with a right-sized solution
- Bring operational and financial predictability in existing and prospective portfolio companies

Private Equity firms receive a host of benefits from partnering with OneNeck, some of which include:

- A single point of accountability for customer IT Needs
- Complete ERP outsourcing solutions
- Strategic, implementation and outsourcing consulting
- A highly flexible extension of your business operations

OneNeck offers investors both IT and business expertise, a claim which is supported by an exemplary track record with Private Equity firms. We work closely with our clients to deliver predictable costs and exceptional quality. We provide efficient IT solutions and excel at translating investor objectives to the IT operations and strategy of portfolio companies.

“OneNeck delivered value at a level much higher than we typically receive in an IT Assessment, which is why OneNeck was selected as our long-term partner. We obtained excellent advice leveraging OneNeck’s best-in-class expertise in pre-investment due diligence. We are confident in OneNeck’s ability to accurately assess the IT landscape of a target acquisition and to continue to support the divestiture as the outsourcing provider of choice.”

For more information contact:

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