



OneNeck[®]

ERP Outsourcing Solutions

OneNeck IT Services

Information Technology Services
For Private Equity Firms

RIGHT-SIZE COSTS

MITIGATE TRANSACTION RISKS

SHORTEN TSA LIFE CYCLES

OneNeck IT Services

- > Leading provider of enterprise outsourcing solutions for mid-market companies
- > Successful track record with Private Equity firms for:
 - Corporate divisional carve-outs
 - Consolidation plays
 - IT Due Diligence and Future State Planning Services
- > Efficient IT solutions with predictable costs
- > Comprehensive large cap outsourcing with a customer-intimate solution

FLEXIBLE

EXPERT

COMPREHENSIVE

Understanding Your Objectives...

- > We understand the objectives of Private Equity firms
- > We know how to translate your objectives to IT operations and strategy
- > Information technology infrastructure plays a pivotal role
- > Inadequate technology, weak operational resilience or poor leadership can create an unstable foundation that:
 - Dramatically influences cost, availability, security and business valuations
 - Adversely affects divisional carve-out transactions



YOUR GOALS

YOUR OBJECTIVES

YOUR SOLUTIONS

Right-Size Costs

- > Over-spending can hurt short-term financial performance and valuations
- > Under-spending can hurt long-term business viability and valuations
- > Right-sized spending can optimize the overall value of your investment
- > Cost containment, stability of operations, systems availability and performance are fundamental IT requirements

STABILITY

AVAILABILITY

PERFORMANCE

Mitigate Transaction Risks

- > Poorly executed IT transitions can significantly impact transaction timing
- > Successful transitions can affect the perceived stability of an organization and its valuation
- > IT transition planning yields benefits on both the sell-side and the buy-side
- > IT operations analysis is fundamental when carving out a division or preparing a portfolio company for acquisition
- > Our Approach:
 - Understand the objective of the transaction
 - Consider short, medium, and long-term business profile
 - Perform our IT due diligence

PLANNING

ANALYSIS

RESULTS

Shorten TSA Life Cycles

- > Typical Transitional Services Agreements (TSA), can be costly and operationally paralyzing
- > OneNeck can review, interpret and work with your team to negotiate your TSA
- > We identify operational alternatives that will limit your cost and time exposure
- > Phasing out TSA dependence:
 - Enables your business to identify and create its own culture
 - Improves operating margins and strengthens financial and operational performance

TIME

COST

MARGINS



Differentiate Yourself As a Bidder

- > Our services enable our Private Equity clients to:
 - Differentiate themselves as a bidder
 - Achieve IT operational and financial predictability in existing and prospective portfolio companies
 - Add value to prospective management teams with a partnership approach
 - Support the business with a right-sized IT solution



PREDICT

STAND OUT

WIN

What does J.W.Childs say about OneNeck?

*“IT Due Diligence and Strategic Future State Planning, played a **significant role** in understanding and evaluating the potential information technology implication of executing this transaction. 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**.”*

Jeffrey J. Teschke,
Vice President of J.W. Childs Associates, L.P.

PARTNER

BEST-IN-CLASS

TRUSTED ADVISOR

OneNeck



OneNeck's Value Proposition

- > Right-size costs
- > Mitigate risks
- > Shorten TSA life cycles
- > Differentiate yourself as a bidder
- > Attain a comprehensive large cap outsourcing offering with a customer-intimate solution
- > Achieve flexible and scalable IT solutions:
 - Adaptable to your changing needs
 - Ranging from one-time IT due diligence services to comprehensive long-term outsourcing solutions

TAILORED

SCALABLE

PREDICTABLE

About OneNeck

- > The leading provider of enterprise outsourcing solutions for mid-market companies
- > A partner with both expertise and a successful track record in IT Due Diligence and Strategic Future State Planning services
- > Not a rigid, “one-size-fits-all” program
- > Understands the unique needs of Private Equity firms
- > Designed flexible services to address the needs of your existing and prospective portfolio companies

ASSESS

IMPLEMENT

MANAGE



Thank You!

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