



**Real.  
Relative.  
Contextual.**

*Strategic Digital Partners*

Outcome Orientated.  
Orchestrated for Business Continuity.  
Global Experience.

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PROBLEM

# THE M&A RISK ZONE

**High Stakes. Tight Timelines. Zero Room for IT Failure.**

Traditional IT teams aren't built for M&A speed, scale, or complexity. When IT fails, the deal—and the business—suffers.



## Delayed Synergy Realization

“70% of integrations fail to achieve their stated objectives.”

— *McKinsey*



## Disrupted Operations

Outages, data loss, and downtime derail momentum.



## Security Blind Spots

M&As are prime targets for cyberattacks and compliance failures



## Leadership & Vendor Chaos

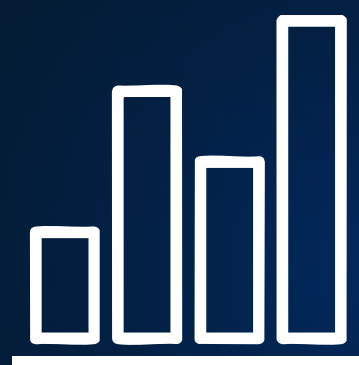
Fragmented teams and tech stacks stall integration progress.

IT is often the #1 source of post-deal disruption. Vencer turns it into your **integration advantage.**

THE SHIFT

# THE M&A LANDSCAPE IS CHANGING

More deals. More complexity. More pressure on IT.



## Record Deal Volume

\$3T in global M&A activity in 2024  
—PwC



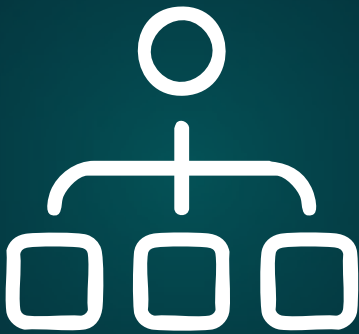
## Compressed Timelines

Integration windows are shrinking—  
speed now defines success.



## Cyber Risk Spike

53% of deals face cybersecurity  
threats during transition  
—Bain & Co.



## Private Equity Acceleration

Rollups demand repeatable, scalable  
IT playbooks.

M&A IT SERVICES FROM VENCER

# SEAMLESS TRANSITIONS. STRATEGIC OUTCOMES.

We don't just support IT—we deliver continuity, cost savings, and efficiency.



COMPETITIVE ADVANTAGE

# WHY VENCER OUTPERFORMS TRADITIONAL IT TEAMS IN M&A

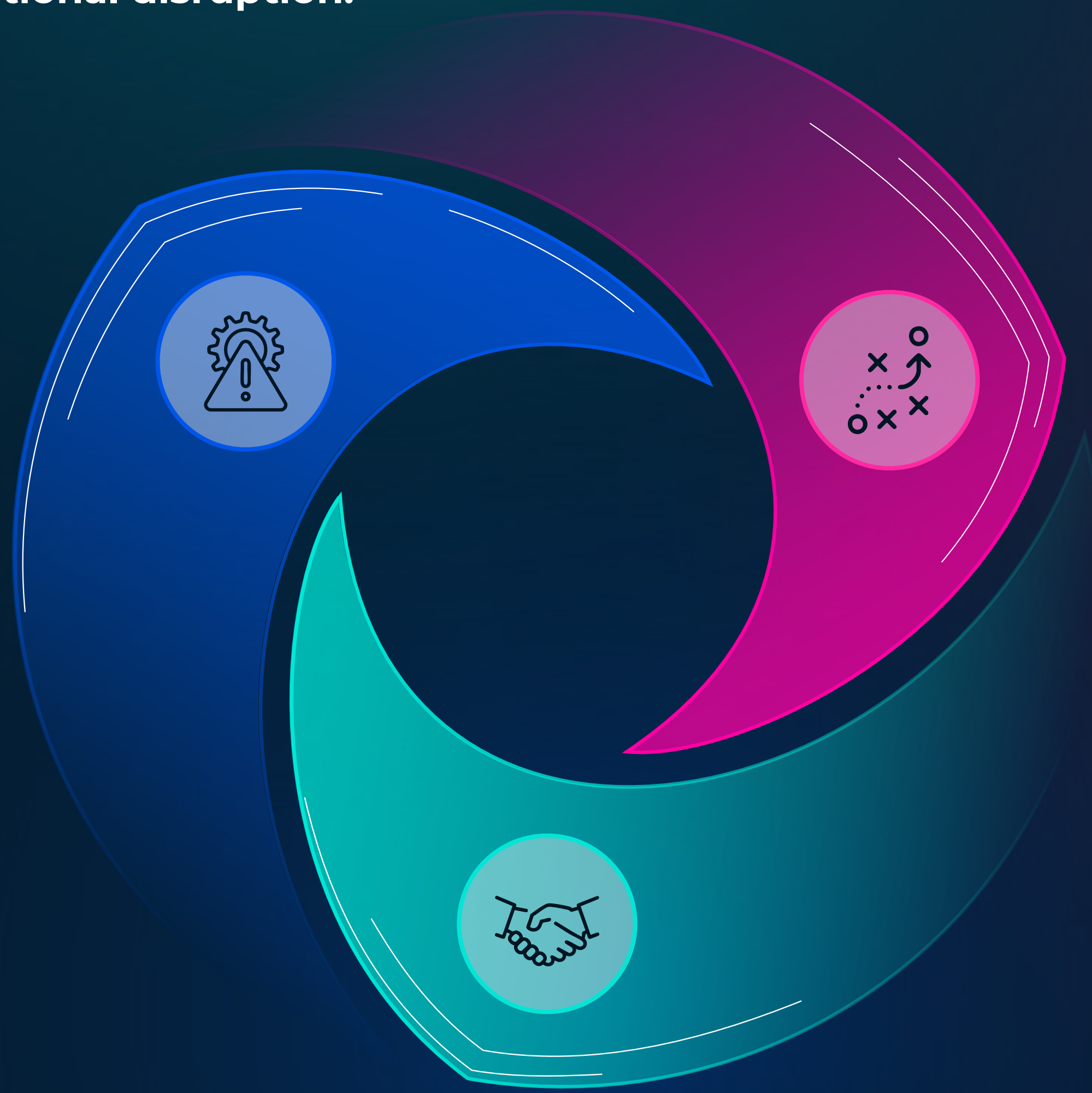
**Proven Execution. Lower Risk. Faster Results.** Vencer blends **enterprise-grade leadership** with the **agility** and **precision** M&A demands.

Feature	Internal IT	Traditional Consultants	Vencer M&A IT Services
M&A Experience	Limited Exposure	Inconsistent Expertise	30+ Successful Transitions
Speed to Integrate	Slow, Overloaded	Frequently Delayed	Rapid, Repeatable Playbooks
Continuity & Security	High Risk of Disruption	Siloed & Reactive	24/7 NOC/SOC Coverage
Strategic Alignment	Reactive Support	Scope-Limited Only	Embedded IT Leadership
Scalability Across Deals	Not Repeatable	High Cost to Scale	Built for Rollups & Portfolios

WHY VENCER

# BUILT FOR COMPLEXITY

Your Partner for Seamless M&A IT Transitions. 30+ successful integrations—delivered on time, on budget, with zero operational disruption.



## Integration Playbooks

Tailored to your deal type, industry, and operational scale.

## Risk Mitigation

Continuity-first execution with zero tolerance for disruption.

## Future Ready

Long-term value is built into our DNA

HOW WE WORK

# WE DON'T JUST SUPPORT M&A—WE DRIVE COMPLEX INTEGRATIONS

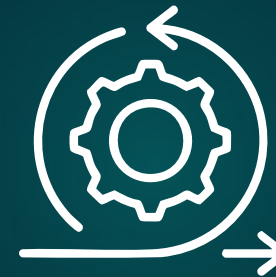
**Hands-on leadership from diligence through execution**

From boardroom to backend, we align M&A IT with outcomes



## Strategic Guidance

Aligning IT strategy with deal value—before the ink is dry.



## Agile Execution

Leading or augmenting full integrations when internal teams are stretched or unprepared.



## Seamless Delivery

Fractional leaders, project managers, or end-to-end partners—built around your needs.

HOW WE DELIVER RESULTS

# OUR PROVEN PROCESS

## From Chaos to Clarity—One Phase at a Time

Clear IT strategy can turn post-deal chaos into confident execution.



### Discovery & Diligence

Identify risks, surface dependencies, and assess readiness.

### Planning & Strategy

Develop a custom roadmap aligned with your business goals and deal structure.



### Execution

Migrate infrastructure, secure data, and onboard teams—without disruption.



### Stabilization & Optimization

Support scale, fine-tune systems, and provide ongoing monitoring.



# CASE STUDY

## Calgary-Based Engineering Acquisition



**The Challenge:** A Calgary-based engineering firm needed to integrate multiple new offices after acquiring a Western Canada business—without disrupting operations or communication.

**The Vencer Solution:** Deployed secure infrastructure, coordinated on-site support, and unified networks to ensure operational parity across all locations.

### The Results:

- Standardized IT systems across all acquired offices with minimal downtime
- Seamless phone system consolidation to preserve internal and client continuity
- Faster onboarding and reduced friction for newly integrated staff

Vencer delivers smooth, secure post-acquisition IT transitions—on time and on target.



SEAMLESS M&A IT INTEGRATION

# CASE STUDY

## High-Growth Global Acquisition



**The Challenge:** A Canadian company grew from 10 to 500+ employees through two rapid acquisitions. They needed to unify IT systems, onboard global staff, and consolidate enterprise tools like Oracle—without disrupting operations.

**The Vencer Solution:** Provided fractional IT leadership from diligence through stabilization. Led full integration of infrastructure, unified systems across regions, and executed a seamless Oracle consolidation.

### The Results:

- End-to-end systems integration with near-zero downtime
- Oracle and enterprise platform consolidation into one unified environment
- 490-person onboarding executed smoothly across multiple countries
- Ongoing fractional IT leadership to support post-merger growth

Vencer makes global M&A integration feel local—precise, strategic, and seamless.

# CASE STUDY

## International Oil & Gas Client



**The Challenge:** A global energy client needed to prepare a business unit for sale—maintaining operations while enabling secure, auditable access for multiple buyers.

**The Vencer Solution:** Led the IT transition strategy, consolidated infrastructure, migrated sensitive records, and managed buyer access through secure VDRs and tracked reporting.

**The Results:**

- Continuity preserved across unaffected business units
- Accelerated diligence with secure access and audit trails
- Full transition executed in 4 weeks with zero disruption

Vencer delivers clarity and control—turning high-stakes transitions into smooth, secure outcomes.

ABOUT VENCER

## LEARN ABOUT US



## OUR MISSION

Born from decades of experience in mergers, divestitures, acquisitions, and technology management, we have encoded in our DNA the birth of new companies, the unification of technological culture, and transformational corporate evolution. We have an unwavering focus on creating relevant solutions that leverage our people's collective wisdom and promote digital agility through real connections and authentic communication.

### Being Human

We can't build relevant solutions or support human potential if we don't view things through the lens of being humans ourselves. The mortar of family, health, fun, positive connections, respect and honesty will always bind us to the cornerstones of any success worth having.



## OUR VALUE

### CHARACTER, INTEGRITY AND ETHICS

We believe in aligning our beliefs and intentions with our words and actions, and that character of a person is represented in the work we do and how we interact with every single person. We will be fearless in how we accomplish this.

### Be Mindful of the Destination

We don't build roads that lead to nowhere. We are the creators of right-sized solutions that are innovative but sensible to see past the noise and leverage our client's actual needs and real market conditions to answer the problem the technology is designed to solve.

WHEN TO ENGAGE VENCER

# NOT SURE WHERE TO START? LET'S TALK.

Earlier is always better.

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## Pre-LOI / Pre-Diligence

- Get early visibility into potential IT risks and costs
- Inform deal structure with real-world integration insights
- Flag hidden tech debt or infrastructure concerns



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## Diligence Phase

- Assess IT environments, contracts, risks, and synergies
- Support rapid evaluations under NDA
- Build early-stage roadmaps to inform Day 1 readiness



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## Pre-Close (30–60 Days Out)

- Develop detailed integration strategy and timelines
- Align teams and vendors to avoid post-close chaos
- Plan for security, compliance, and business continuity



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## Day 1 Readiness

- Execute seamless cutovers, access provisioning, and communications
- Deliver zero-downtime transitions
- Coordinate IT actions with legal, finance, and ops milestones



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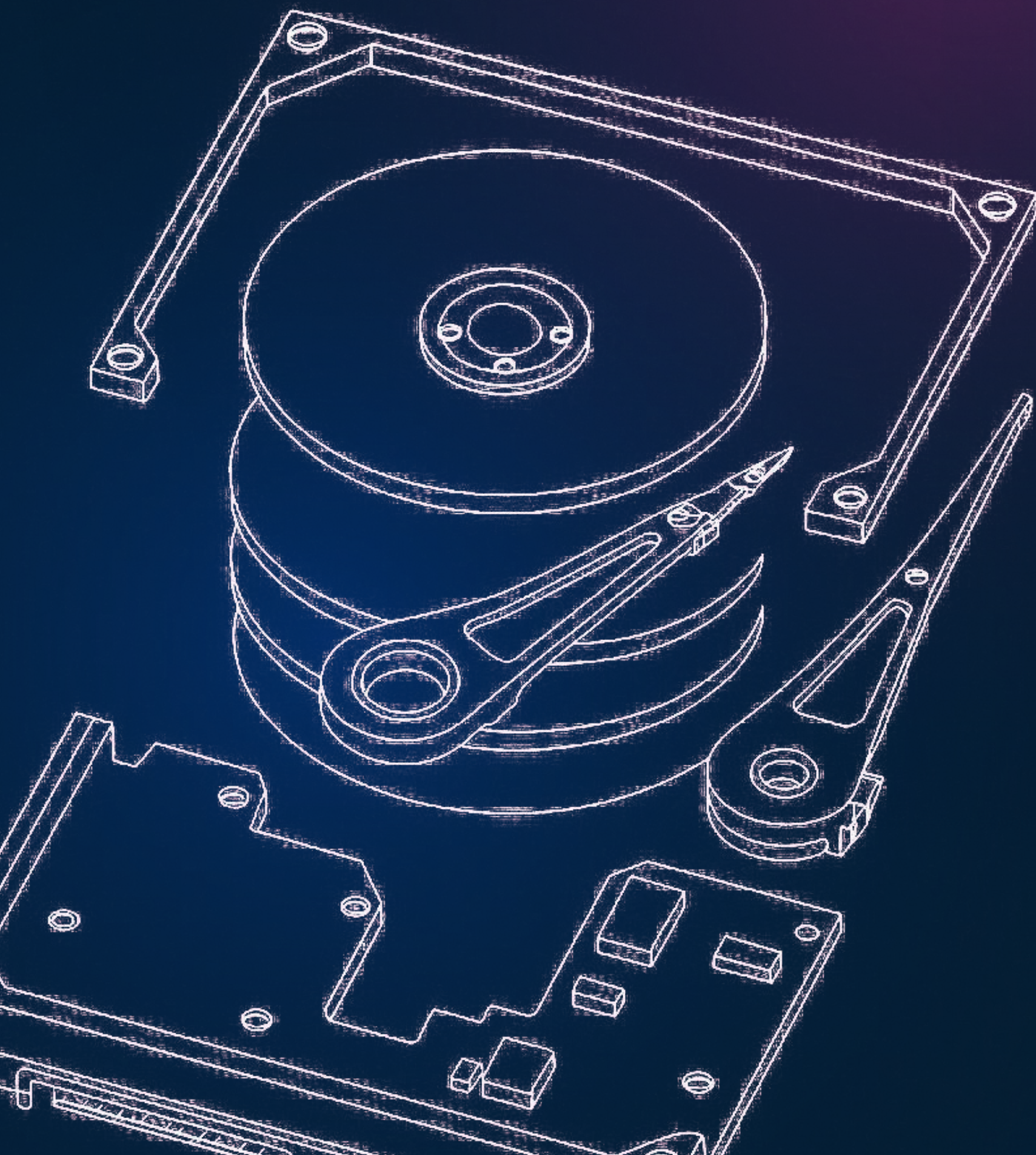
## Post-Close / Stabilization

- Optimize systems, unify infrastructure, and onboard users
- Deliver long-term fractional leadership or project execution
- Ensure the deal scales with strategic IT support



MEASURABLE ROI

# WHAT OUR CLIENTS ARE SAYING



**“Vencer was with us every step—pre-acquisition planning, day-one execution, and post-merger stabilization.”**

*— VP of Technology, International Oil & Gas Client*

## End-to-End M&A IT Support

From due diligence to full systems integration, Vencer ensures a smooth IT transition without disrupting business momentum.



**“Vencer’s team quickly identified critical IT risks and integration challenges, giving us the clarity we needed to move forward confidently. Their insights were pivotal to our investment decision.”**

*— Managing Director, Private Equity*

## Strategic IT Insight

Vencer surfaces risks and opportunities early—helping investors make confident, informed decisions in complex deals.



**“Vencer’s infrastructure assessments, reporting capabilities, and operational understanding, helped us close a complex asset divestiture for a client.”**

*— Senior Associate - Restructuring Firm*

## Divestiture Execution Without Disruption

From carve-outs to clean handoffs, Vencer manages IT transitions with speed, security, and transparency.

The background of the slide features a complex, stylized illustration of interlocking gears. The gears are rendered in a light blue/teal color against a dark navy blue background. Various numbers are scattered throughout the gear teeth and around the periphery, including 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, and 28. The gears are arranged in a way that suggests a mechanical or industrial theme, with some gears having more teeth than others, creating a sense of depth and complexity.

NEXT STEPS

# LET'S BUILD YOUR IT INTEGRATION ADVANTAGE

For 20 years, we've helped businesses turn M&A integration into a competitive edge—delivering continuity, speed, and strategic alignment when it matters most.

**Let us know when you're ready for coffee.**

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What are you waiting for...