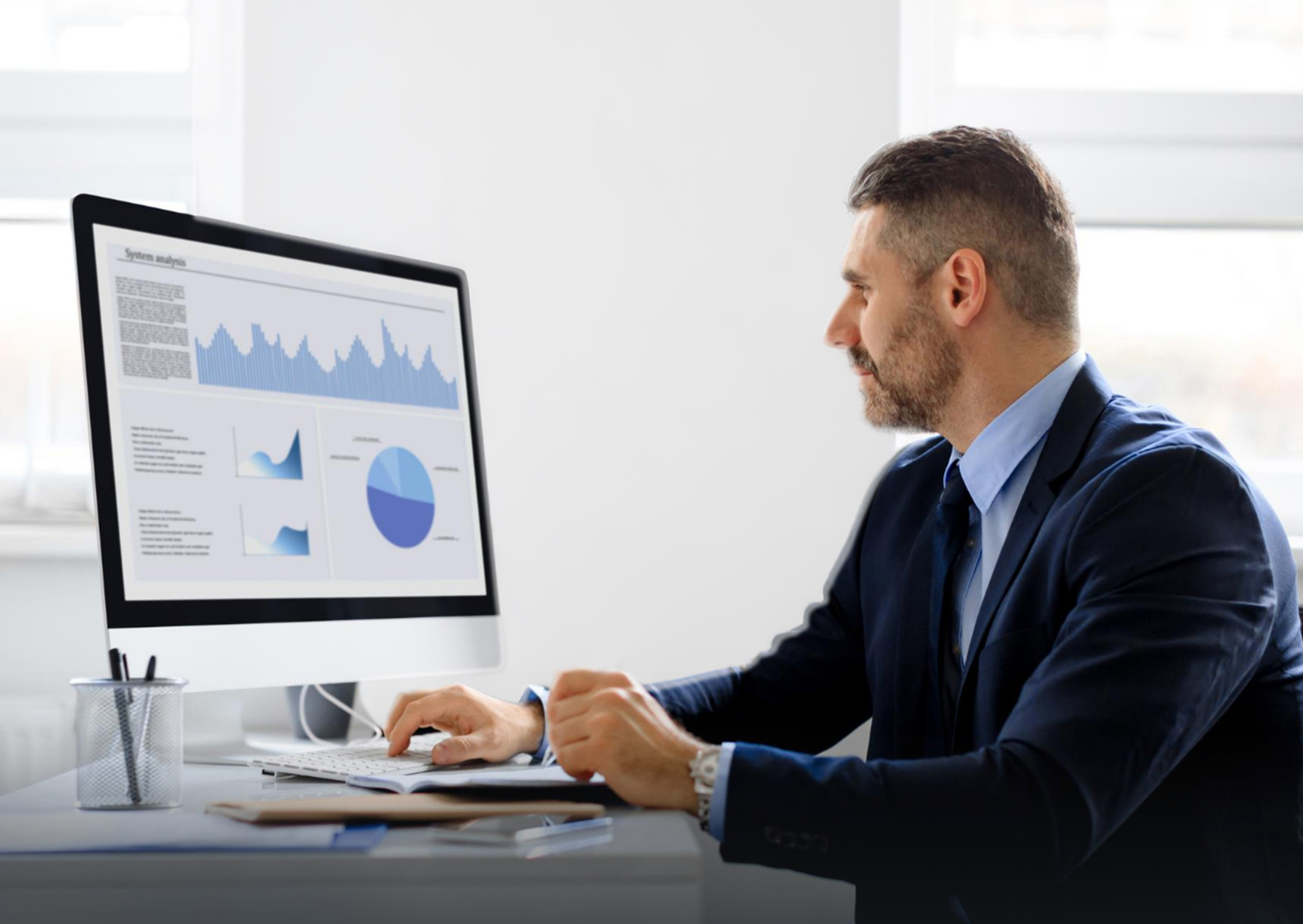
Korcomptenz | Altiaris
Enterprise Intelligence. Elevated.




POINT OF VIEW

# Get One View Across Acquired Companies Before Consolidating ERP Systems

How acquisitive organizations can create one management view across acquired companies without making ERP consolidation the first integration decision.

ALTIARIS FOR M&A

**You bought the business. You should not have to replace its ERP before you can see how it is performing.**

The goal is not to standardize every system first. It is to create one management view fast enough to run the combined business.

THE POST-ACQUISITION VISIBILITY GAP

# The acquired systems arrive on Day One. A unified view of performance does not.

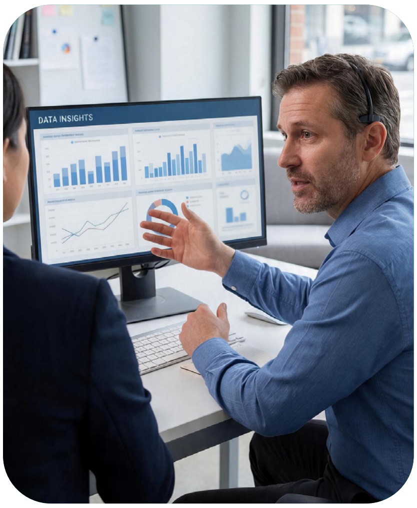
Every acquisition can bring another ERP, CRM, chart of accounts, product hierarchy, planning process and KPI definition. Leadership still needs one answer to basic questions about revenue, margin, cash, pipeline, inventory and risk.

### ERP consolidation takes time

Replacing core systems immediately after close can introduce unnecessary disruption when management is still learning how the acquired business operates.

### Management visibility cannot wait

Board reporting, synergy decisions, working-capital intervention and commercial management need a common fact base long before every source system is standardized.




ACQUISITION
**More systems**
SAP, Dynamics, Oracle, NetSuite, Infor or legacy platforms.

REPORTING
**More reconciliation**
Different definitions, spreadsheets and repeated manual consolidation.

MANAGEMENT
**Less certainty**
Performance differences may reflect the business - or simply inconsistent data.

> Do not make ERP harmonization a prerequisite for management visibility.

VISIBILITY FIRST. ERP CONSOLIDATION SECOND.

**Decide what to consolidate based on evidence, value and operating fit.**

THE COMMON INTELLIGENCE LAYER

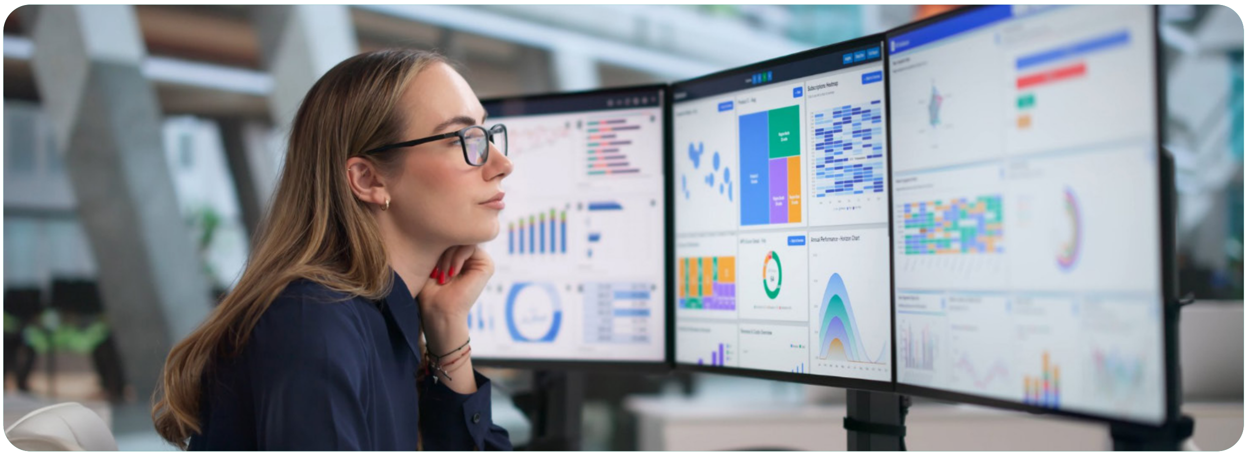
# Keep Existing Systems. Create One Management View Across Them.

Altiaris connects data from multiple ERP, CRM and operational systems and maps it into common definitions, hierarchies and management views. Each business can continue operating its current systems while group leadership gains comparability across the portfolio.

SOURCE LANDSCAPE
**Multiple systems**
ERP, CRM, warehouse, planning, manufacturing and service data.

ALTIARIS
**Connect & standardize**
Common semantic layer, KPI definitions and crosscompany data model.

MANAGEMENT
**See & act**
Group cockpits, drill-down, exceptions and AI-assisted decision support.



### Executive visibility

Revenue, margin, cash, working capital and performance by acquisition, geography, product or channel.

### Finance intelligence

Receivables, payables, DSO, DPO, inventory intensity and unusual cash conversion patterns.

### Commercial intelligence

Pipeline, bookings, common customers, concentration risk and cross-sell whitespace.

### Operations intelligence

Inventory, service levels, suppliers, plants, warehouses and operational outliers across entities.

### Standardized Business Definitions

Map different accounts, products, customers and organizational dimensions into comparable group views.

### AI-assisted decisions

Move from what happened to why it happened, where the anomaly sits and where management should investigate.

> The source detail remains intact. Group comparability does not require every acquired company to change its operating systems or local reporting structures on Day One.

THE M&A VALUE STORY

# Find Synergies and Performance Gaps Across the Combined Business

The value case should not depend on a blanket claim that technology will “save millions.” The stronger argument is that visibility exposes multiple value levers across the combined business - and even small improvements can become material at portfolio scale.

### Find synergies sooner

- Compare suppliers, purchase prices, inventory positions, customers, margins and operating performance across companies that previously could not be analyzed together.

### Intervene faster

- Identify outlier entities with weak collections, unusual inventory intensity, margin leakage or commercial underperformance without waiting for manual reconciliation.

| Value lever | Illustrative baseline | Value logic |
|---|---|---|
| **Procurement** | $500M addressable spend | A 0.5% improvement implies $2.5M of potential annual value. |
| **Inventory** | $200M average inventory | A 2% reduction implies $4M of working capital released. |
| **Margin leakage** | $1B revenue base | A 0.25% improvement implies $2.5M of potential margin impact. |
| **Receivables** | $250M average AR | A 2-day DSO improvement can release meaningful cash depending on revenue profile. |

Illustrative only. Actual opportunities depend on baseline performance, data quality, operating model and the organization’s ability to execute identified actions.

MAKE BETTER ERP CONSOLIDATION DECISIONS

**Better visibility can also improve the ERP rationalization decision itself: standardize where the evidence shows value, not simply because the systems are different.**

BUILD A REPEATABLE M&A INTEGRATION MODEL

# Get to a Common Management View Faster With Every Acquisition

You do not need to change the implementation model to create a stronger quality layer. Korcomptenz can own the agreed testing scope while the incumbent SI continues to design and build.

FIRST 100 DAYS

### See

Connect source systems, map core KPIs and create rapid financial, commercial and operational visibility.

INTEGRATION PHASE

### Compare

Identify anomalies, synergies, data gaps and operating differences across the combined business.

PORTFOLIO MANAGEMENT

### Decide

Use evidence to determine where process or ERP harmonization creates value and where local systems can remain.

**Repeatable onboarding**

- Connect each new company, map it into the group semantic model, validate KPI definitions and add it into common cockpits using the same pattern.

**Persistent management layer**

- Altiaris can remain useful even after individual systems are rationalized because the group continues to need one cross-company decision layer.

RECOMMENDED NEXT STEP

## M&A Management Visibility Baseline

Identify the critical group KPIs, source-system landscape, reconciliation bottlenecks and first 100-day decisions that require a common management view before deeper systems integration.

**See the business first. Standardize the systems when the evidence says you should.**

Korcomptenz

Thank you for reading

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