

M&A / Integration

Synergy Acceleration

Challenges

- Need to rapidly scale technology acquired to existing business model
- New clients implementation facing challenges due to the scarcity of resources to deliver – risk of losing revenue



Approach

- Creation of structured training / academy content to address technical gap – certification
- Deployment of technical sales roles to help scope clients' demands as well improve input to development teams
- Improved sales pipeline management, bringing early warnings to the management



Results

- Full implementation of new team to deliver technical projects in less than 6 months
- 32% of total cost decreased by using offshored resources
- 100% of client demand met
- 75% of new revenue generated by the new technology