# How to accelerate BI integration in Merger & Acquisitions

BI Connector

The Challenge

When three Fortune-500 companies combined to form a single $19 billion revenue provider of data storage solutions, one of the most challenging projects tackled by the mergers and acquisitions team is the extraordinarily complex effort of integrating the three thousand applications and IT systems from its three multi-billion dollar organizations. While the integration is an tremendous opportunity to transform the company and prepare for the new journey, the process of integrating technologies, processes, and people is laborious, stressful, and extremely risky.

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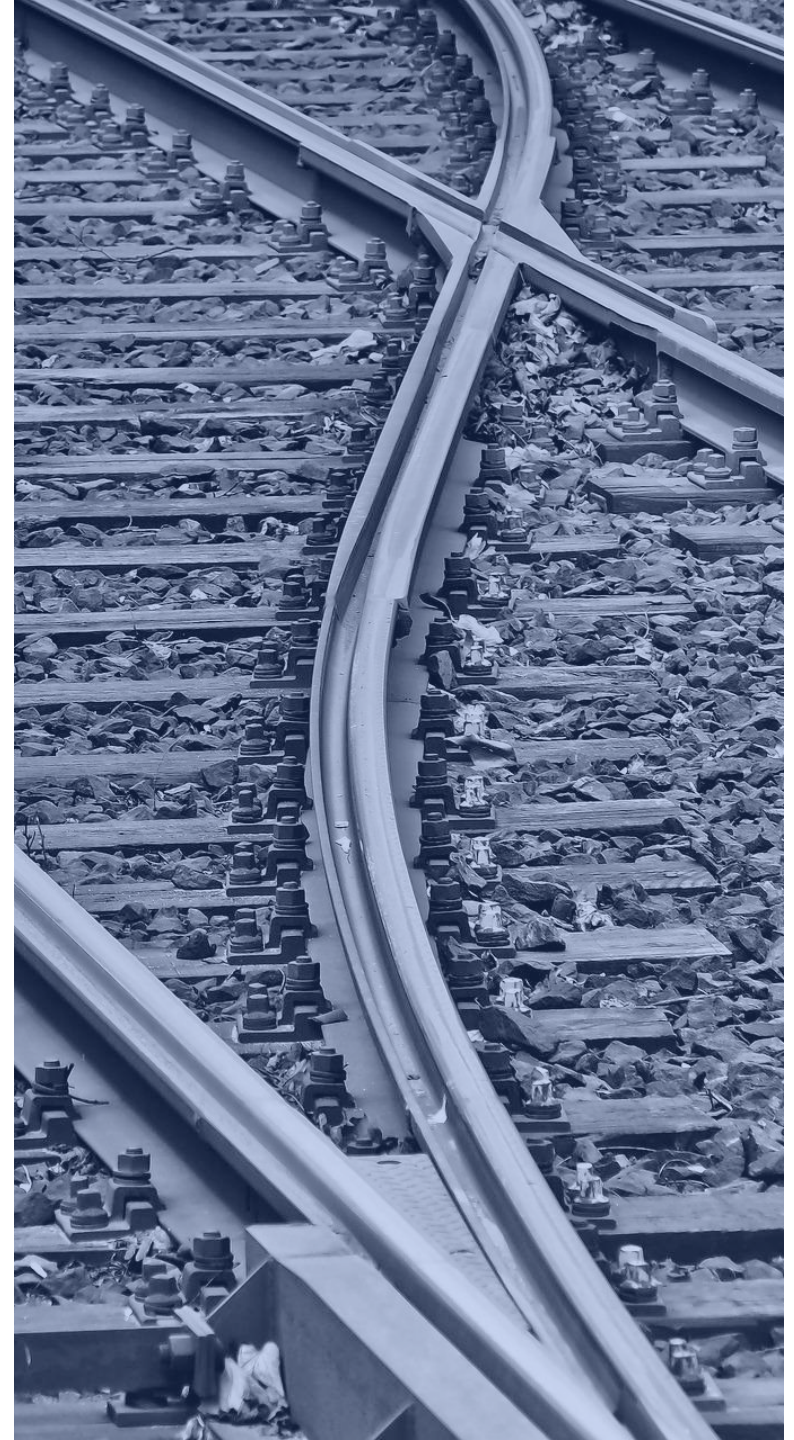
The Process

When a company acquires another company, there is usually a big project that starts after the acquisition closes to integrate the IT systems and processes of the acquired company into the parent company. Several critical decisions regarding the ERP/CRM/HR/BI and other systems are required:

»   Which systems from the acquired company are retained?
»   Which systems are migrated over to the parent company's systems?
»   What is the integration strategy for connecting retained systems to the parent company's IT systems?
»   What is the data migration strategy for the replaced systems?

Once these critical decisions are made, and a detailed plan is laid out, there is usually a small army of IT employees and consultants who work with the various business units to execute the integration which includes replacement or migration of data between the two companies' systems. This project can take anywhere from a few months to a few years depending on the size and complexity of the acquired company.
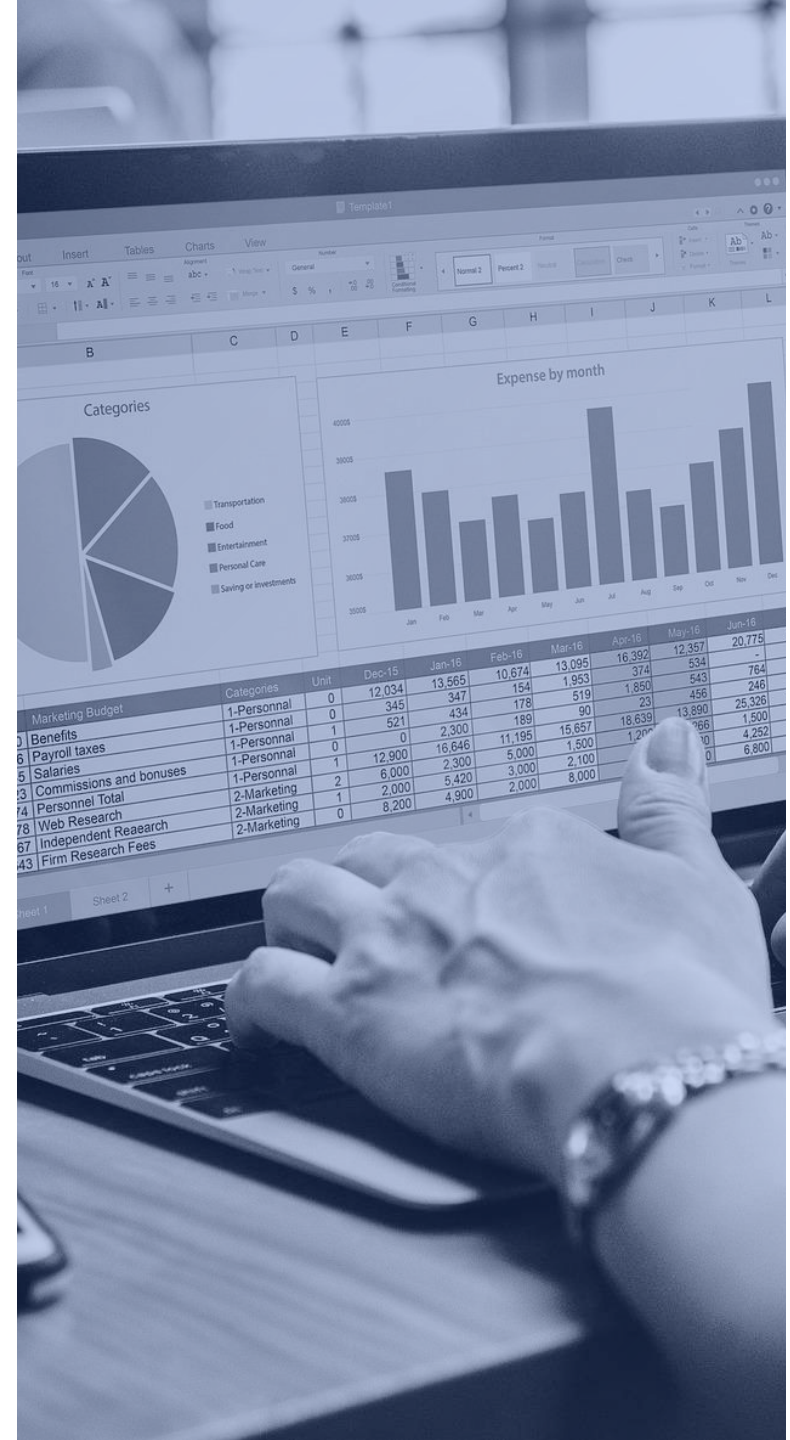
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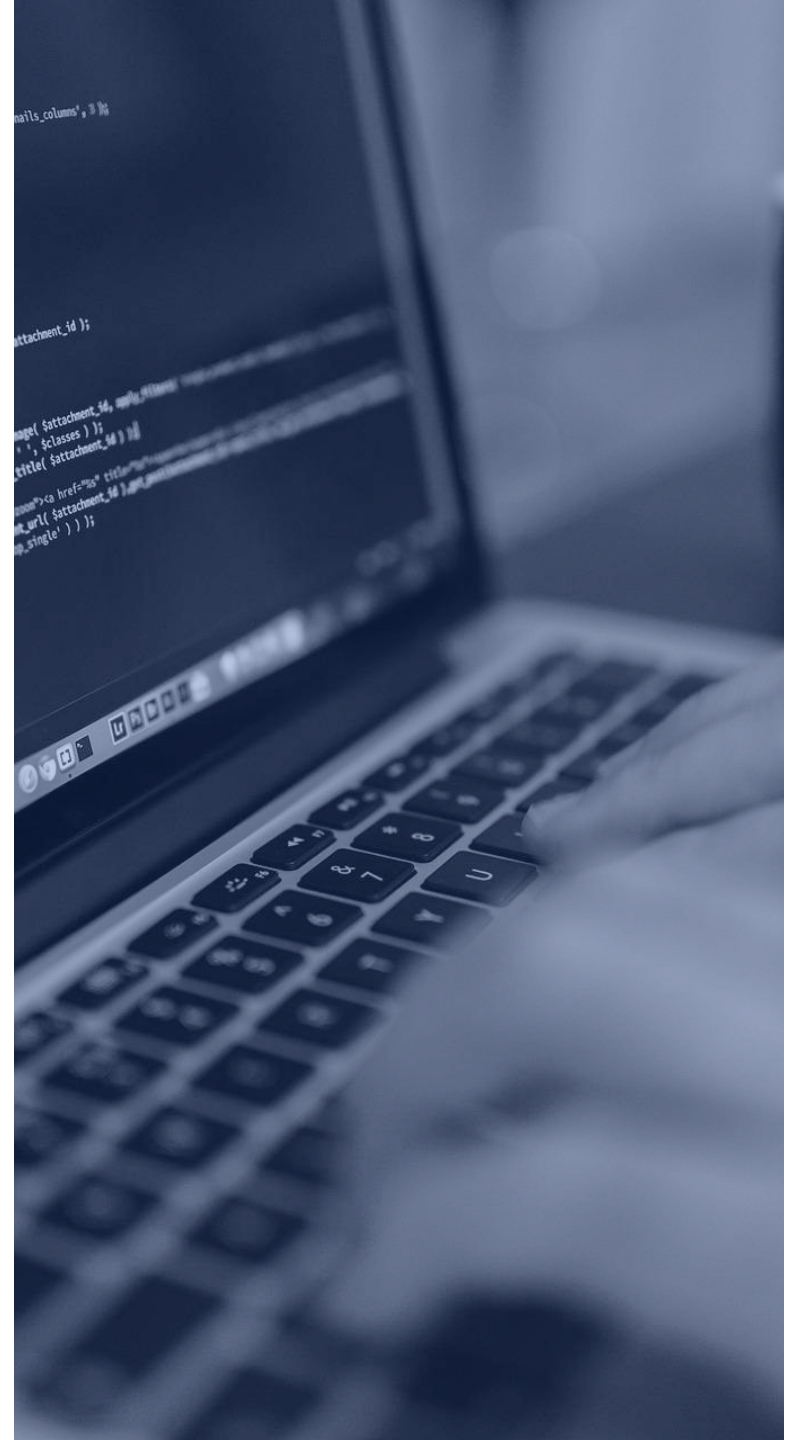
The Example

During this integration period, the various departments of the two companies share a significant amount of data. For example, analysts from the acquired company's finance department provide an endless stream of reports to the parent company's CFO office, and the volume of shared reports spikes up especially during the month end or quarter end. The parent company's finance team will require the data to be in a specific format similar to their existing reports, so they can roll-up the financials to get the aggregate revenue, cost, backlog and various balance sheet entries. Analysts must slog through a seemingly endless period of manual effort to extract, transform and provide the required data from the acquired company's BI system to the parent company. The resulting overwork and enormous stress can take the team's eye off the more significant M&A program and put the entire integration at risk.

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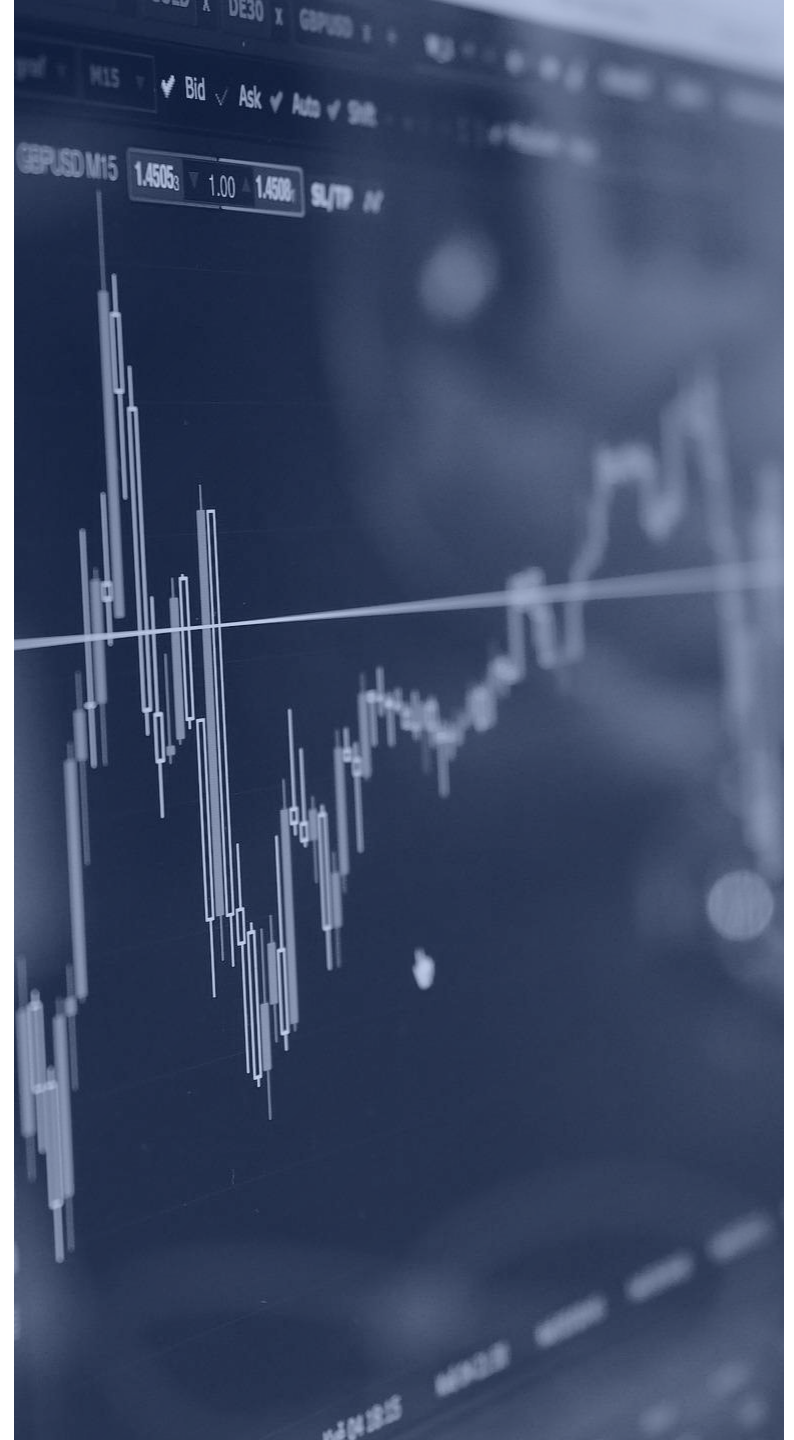
Mitigating the M&A Integration Risk

Given the insatiable demand for data during the integration, the M&A project teams must explore creative solutions to reduce laborious tasks and maintain the team's focus on the core M&A project. Automating the data extraction, data transformation, and creation of reports from the acquired company's BI platform is a low hanging fruit that can reduce a significant amount of manual labor and help the team focus on critical M&A tasks.

OBIEE is very common in companies using Oracle ERP. Over the years, companies have built dozens of subject areas and thousands of OBIEE reports in GL, AP, AR, COGS, HR, supply chain and customer service domains. The data in each of these subject areas are invaluable for the M&A integration project, and nobody has time to extract and manipulate data manually for the innumerous data requests.
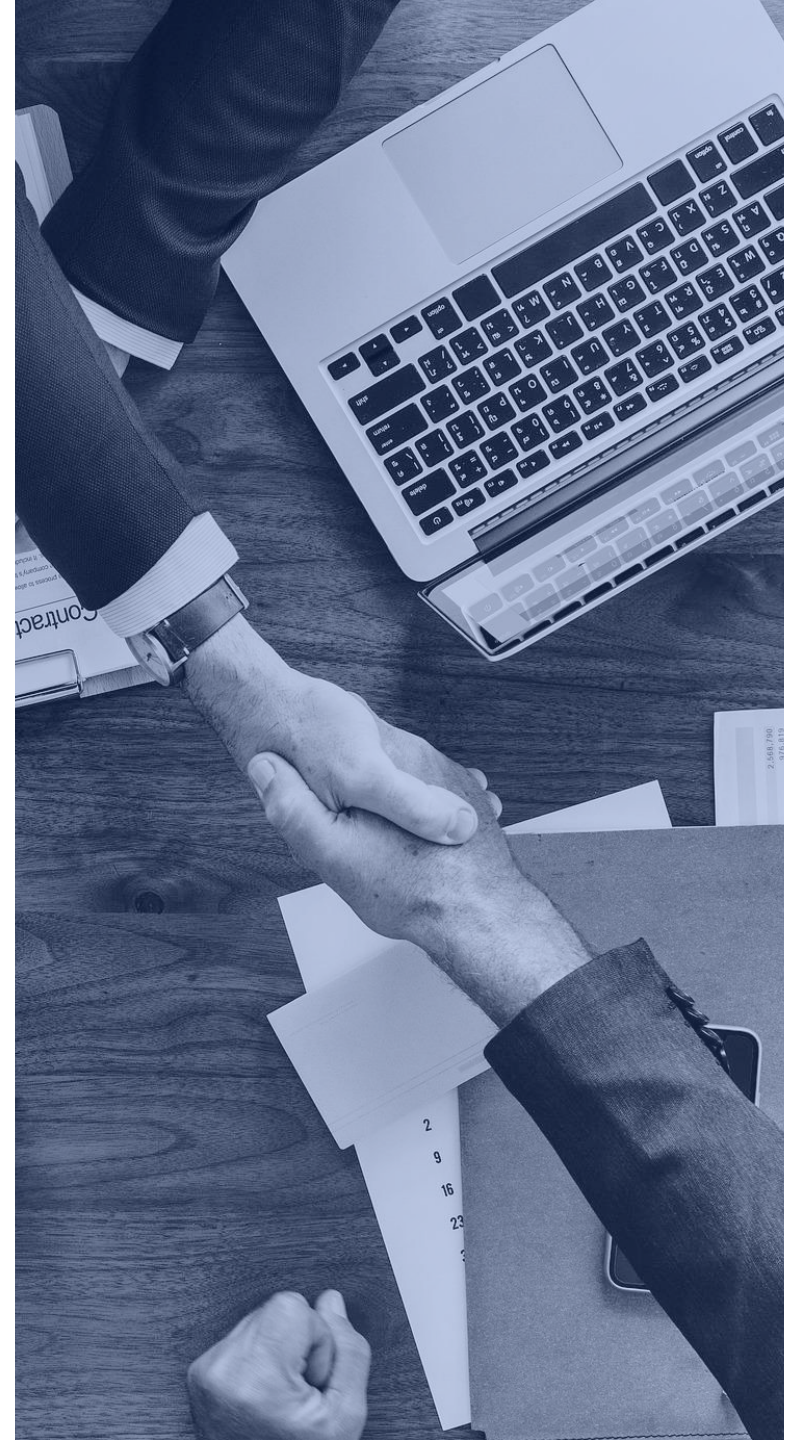
BI Connector

The Solution

If either of the parent or the acquired company has OBIEE as the BI platform, BI Connector can be a lifesaver for financial and business analysts of both the companies. Most analysts use Tableau, Power BI or Qlik to do their last mile data analysis and visualization. Instead of downloading data from OBIEE and manually manipulating the data in Excel to provide it in the requested format, the analysts can create blended data analysis in Tableau, Power BI or Qlik within minutes by directly connecting to OBIEE using BI Connector.

BI connector is an innovative technology that acts as the bridge between Tableau, Power BI, Qlik, and OBIEE. It helps users to visualize OBIEE data with their favorite analytics tool. Using BI Connector, Analysts and developers can build out the logic once to aggregate the data between the two companies' data in Tableau, Power BI, or Qlik and reuse it as needed in their data visualizations and storyboards for the entire duration of the M&A integration and beyond.

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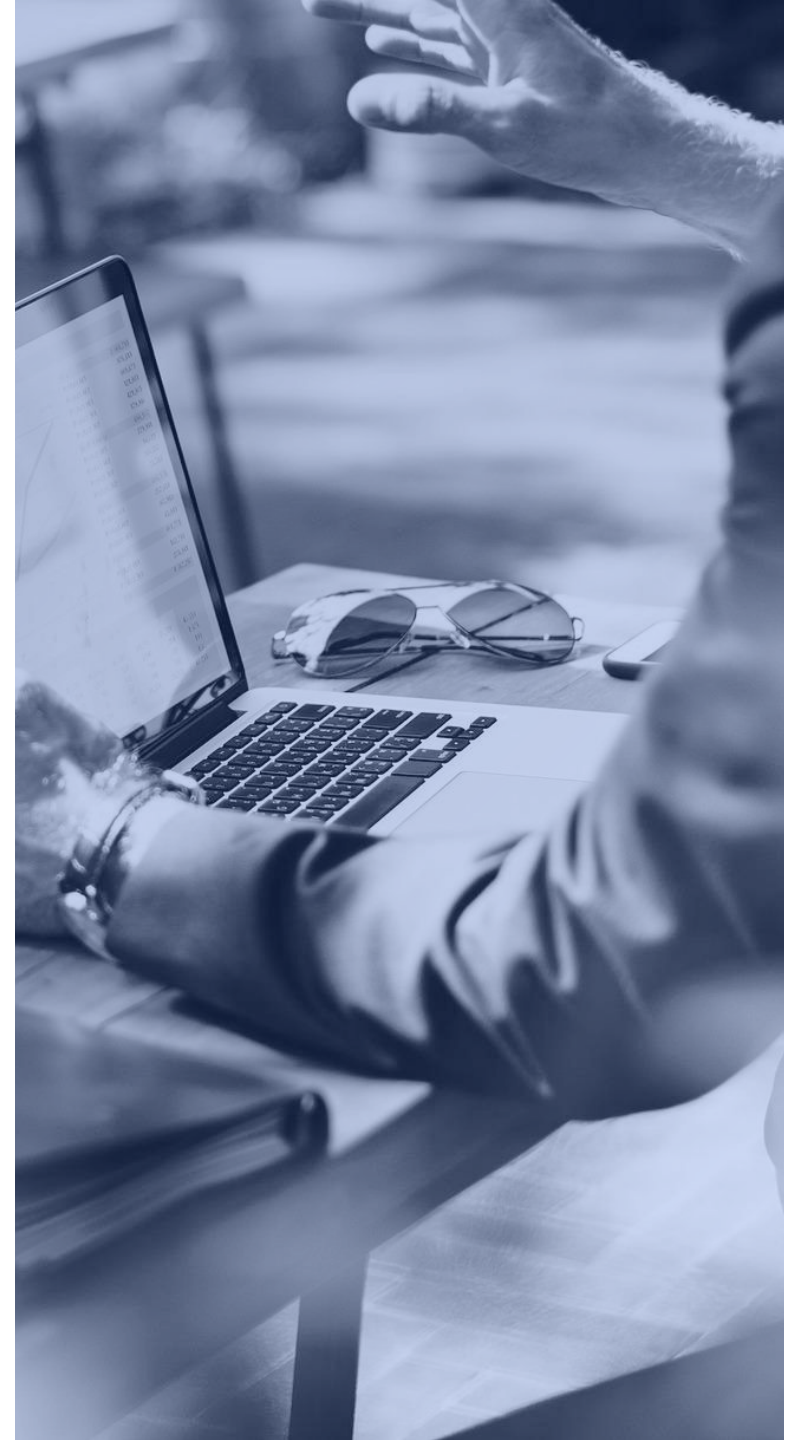
The Solution

During the pre and post-M&A period, there is intense pressure on the integration teams to deliver results on time. Enabling teams to access data, create analysis and share it quickly with the teams significantly reduces the integration risk. BI Connector plays a crucial role in reducing time-consuming manual effort, accelerating data analysis, and freeing up integration team members to focus on the most important objective - a successful M&A.

BI Connector

Visualize OBIEE data in your favorite tool

Try BI Connector for FREE

BI Connector