

01

**BUSINESS ISSUE**

Discover and record the core business issues as the foundation to determine how digital technology can help address and support growth. Documenting known issues that will prevent scaling - such as a high ratio of manual labour or legacy technology that is difficult to replace.

WHY?

What got you here may not get you there. Usually, staff already know why these issues are occurring. But why are they not being addressed and what's the business impact of not wanting to change?

02

**TECHNOLOGY**

Whilst your technology has probably been key to winning Private Equity/Trade interest it's probably hit a little middle-aged spread and in need of some TLC. Consider what you need to spend on keeping the lights on securely, innovation and to address tech debt. Knowing the ratio for all three activities is essential.

03

**TEAM**

Most technology teams change immediately after the deal completes, to address critical gaps. But have you thought of the management implications and designed a target operating model?

04

**PROCESSES**

A major area of post-deal transformation is to seek cost optimisations and there can be many from an operational/process perspective. What changes can you identify and justify easily to show you can add immediate value to the business after the deal completes?

05

**STRATEGY**

Treat every board meeting as a pitch. With a clear slide deck, with strong arguments and obvious value attribution. So that you can help the investors understand and back your plans.

06

**PACE**

The most common mistake we observe post-deal is the technology leadership not anticipating and planning for a faster pace, with greater density of governance. Get ahead of this curve.

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