



Companies make tremendous investments in technology with mixed returns. Management is constantly reviewing IT operating budgets to drive down costs and increase efficiency. At the same time, technology resources are being challenged to provide more reliable and timely information, and to respond to new business and regulatory requirements. The ever-escalating pressures of cost management in the context of increased information requirements and regulatory complexity puts the information technology function at a critical juncture.

Many technology executives struggle to find answers to the following questions:

- *Does your company consistently make technology investments that deliver business value?*
- *How can IT increase operational efficiencies and improve agility within your business?*
- *Do you have a tested capability to recover critical business data in the event of a disaster?*

THE A&M ADVANTAGE

Alvarez & Marsal (A&M), a leading independent global professional services firm, provides an entirely distinctive approach to working with clients – a program we call *Rapid Results*. This action- and results-oriented approach, honed from an operational heritage spanning 25 years, drives and accelerates profitable growth and performance improvement for immediate impact. Alvarez & Marsal's Information Technology specialists design and implement initiatives that improve the performance of people, processes and technology. Engaging our team to serve in a project and change management capacity allows you to focus on the business issues necessary to realize the benefits from technology initiatives.

Our main goal is to identify opportunities to reduce cost and increase the value of information technology to the business. We work alongside your IT organization to help technology with your business and to improve internal processes such as governance, project management and software development. We also help companies make major decisions to improve enterprise architecture, support and lead merger integration efforts, or help understand the costs and benefits of outsourcing a portion of operations. This pragmatic alignment of business and technology helps management understand, plan and act on key IT initiatives to accelerate business results.

Our professionals provide hands-on leadership and management of vital IT functions such as interim CIO services, IT efficiency diagnostics, merger integration, technology program management, ERP and infrastructure optimization. Our seasoned professionals roll up their sleeves and are accountable for their efforts. A&M IT consultants bring an average of 15 years of experience in driving technology initiatives to successful conclusions. As a privately held, owner-operated firm, we provide objective advice and, unlike the large system integration firms, do not receive any commissions or fees from software companies or system integration consultancies.

OUR SERVICES

CIO Strategy and Support Services

- Interim CIO
- IT Efficiency Diagnostics
- IT Organizational Optimization
- IT Portfolio Management
- IT Outsourcing Analysis and Strategy

Software Evaluation, Selection and Implementation

- Software Evaluation and Selection
- System Integrator Selection
- Technology Project and Change Management
- Enterprise Resource Planning (ERP) Optimization



A&M's Rapid Results Program helps to balance the demands of providing timely and reliable information, and respond to new business and regulatory requirements, when technology resources are at a critical juncture.

OUR SERVICES *continued*

IT Initiative Planning, Architecture and Implementation

- Distressed Project Restructuring
- IT Merger Integration
- Technology Program Management
- Business Intelligence and Data Warehousing

Infrastructure Optimization Services

- Infrastructure Assessment and Planning
- Business Continuity and Disaster Recovery Planning
- Data Center Consolidation Optimization
- Technology Asset Management Services

SUCCESS STORIES

Urban School District

One of the country's largest urban public school districts hired A&M to serve as interim CIO both before and after Hurricane Katrina. Nearly 80 percent of the district's IT assets were destroyed by the hurricane and subsequent flooding. A&M led a team of key employees charged with rebuilding the IT organization and infrastructure. A&M implemented a new ERP system, outsourced key IT functions based on cost justifications and created a sound disaster recovery plan. A&M professionals also recruited and trained a permanent CIO to oversee the district's IT operations.

Drilling Contractor

A two-year-old drilling contractor recognized the need for an IT strategy and accounting software package to properly support its organization during a period of rapid, aggressive acquisition growth. A&M reviewed the current state of information technology, defined the future state and identified initiatives necessary to bring the company forward.

A&M interviewed corporate and operations management and field personnel, reviewed systems and process documentation, and managed the RFP and selection processes for an ERP solution. Once the evaluation and selection were completed, A&M developed a plan for near-term implementation that established a departmental structure, ERP support strategy, a communication strategy for offshore assets, a helpdesk and disaster recovery procedures. A&M was subsequently retained to oversee the ERP implementation.

Global Watch Manufacturer

A&M assisted a global watch manufacturer in updating its online presence with an e-commerce Web site in preparation for the high-volume holiday season. The company also needed more analytical and statistical information about its Web site's performance, as well as assistance in managing a large Web-based retail platform partner.

A&M identified and recommended opportunities to improve the relationship and performance between the company and its retail partner, and identified opportunities to immediately improve Web site performance. A&M professionals developed a management scorecard and provided guidance on creating a stable, rational online foundation on which the company could solidify its brand. A&M continues to assist the company in implementing performance improvement initiatives.

ABOUT ALVAREZ & MARSAL

Since 1983, Alvarez & Marsal has set the standard for working with organizations to solve complex problems, boost operating performance and maximize value for stakeholders. A leading independent global professional services firm, A&M draws on its deep operational and turnaround heritage to help companies across the industry spectrum improve operating and financial performance, and to navigate business, litigation and tax matters with speed, responsiveness and unmatched quality.

Whether serving as business advisers or in interim management roles during periods of change or transition, A&M stands for leadership, problem-solving and value creation. A&M clients range from multinational to middle-market companies around the world that are both publicly held and privately owned. With a bias toward action, implementation and results, Alvarez & Marsal professionals serve large and mid-cap private equity firms, company management and boards and other stakeholders aiming to drive sustainable results up and down the balance sheet.

A founder of the modern day restructuring industry, Alvarez & Marsal has been honored numerous times by the Turnaround Management Association and has been recognized as one of the Best Firms to Work For by *Consulting* magazine.

For more information, visit
www.alvarezandmarsal.com



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