

Pharmaceutical Merger

Managing the Merger of Two Global Pharmaceutical Mega Powers

LABUR assessed the synergy in technology, business planning and analysis, and reporting areas during the pre-close phase of a major pharmaceutical merger. LABUR facilitated data sharing between the two companies, and helped gather requirements, integrate the backend reporting systems, and provide user support through go-live after the deal closed, resulting in effective data exchanges and an efficient merger of information.

CLIENT PROFILE

Two large, independent pharmaceutical companies

BUSINESS CHALLENGE

Pre-close to the merger of two global pharmaceutical companies, both parties were exploring ways to identify synergies among their teams through either the exchange of divisions or joint venture arrangements.

Exchanging assets or setting up a joint venture while remaining compliant with pharmaceutical regulations was a top priority. Both companies needed pharmaceutical merger experience and technology expertise to manage the exploration, while not disrupting day-to-day operations.

PROJECT OBJECTIVE

Bringing LABUR in pre-close allowed for synergies to be identified early. Rules of engagement were established to gather requirements from both companies separately. Integration steps

CASE STUDY

were established, as well as cross-functional teams.

Diligent data gathering and analysis in audit, compliance, reporting, and technology systems was completed to assess the merger in these core areas of operation:

- Technology
- Business planning and analysis
- Reporting and finance, including backend systems

LABUR worked to gather business and technology requirements to assess and plan for operations post-merger, including configuring applications to properly route for data exchanges. A new organizational structure was outlined, as well as budget and timelines for delivery, including user support through go-live.

DELIVERED RESULTS

The pre-close foundational support LABUR provided identified synergy opportunities on multiple levels of business operations for both pharmaceutical companies. Day-to-day activities were not disrupted, and an efficient transformation and alignment of divisions was completed.

- The efficiency of this transaction as streamlined by LABUR allowed the two companies to jointly identify a total global leadership footprint and organization chart
- Key segments were identified through the data management exchange to refocus the combined portfolios, resulting in improved efficiencies and operational results
- Within the first 12 months of merging, the company realized financial growth and improved margins

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