



Conexus SG Case Study

Customer

The Client is a multi-billion dollar company that deals in midstream natural gas and oil services.

Business Situation

The Company entered into a billion dollar joint venture shortly before the close of the SEC reporting period.

Approach

Visual process maps and structured meetings were created to manage the pre and post, acquisition integration.

Business Benefits

- Successful integration and close of the quarter.
- Visual process maps that can be referred to in the future for transactions.
- A well-documented and controlled effort that can be shown to investors and partners in the company.
- The creation of a repeatable process that will make future joint ventures easy.
- The client closed on time and on profit.

A Multi-Billion Dollar Company Gets Help with Acquisition Integration.

Adding to a multi-billion dollar company is no easy task. This NASDAQ-listed client entered into a joint venture agreement, in which they were put into a minority position, transferring 400 million dollars of assets into the JV while a partner put in 600 million cash. The reporting and management of this new entity had to be created from scratch, and now they had another party to answer to.

This joint venture was entered shortly before the close of their second quarter and the end of the SEC reporting period, making things complicated.

It was necessary for the company to integrate this new business into their already pressing accounting deadlines. The new business also had to be up and running by the opening of the new reporting period. New policies, accounts, and levels of authority had to be completed, all by quarter's end.

The complications didn't end there. All financial data had to adhere to SEC's strict reporting standards. The company was occupied with their normal end of quarter issues before; now, they had an entire other entity to worry about.

This client was also a publicly traded company. They had to create regulatory reports for their current affairs, as well as the details of the new transaction.

The company had the expertise to integrate the acquisition, but not the time. With the end of the quarter looming, the company needed outside assistance. Though two large consultancy firms vied for the project, Conexus SG won out because of expertise and familiarity with the industry.

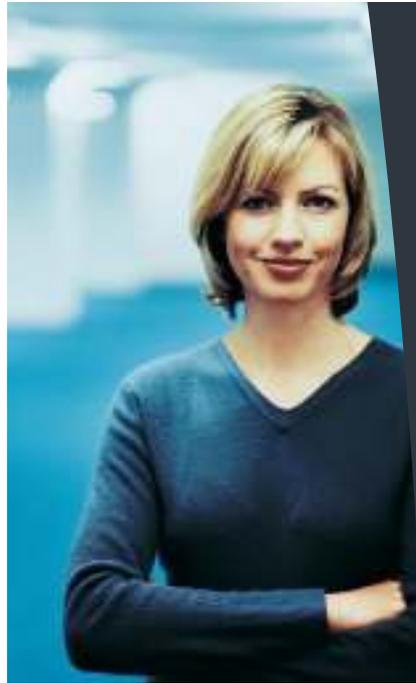


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Approach

Using our standard project management methodology, we led the team through the process. We established a plan and documented the issues that needed to be solved, fast.

Organizational meetings were held to educate those involved. It was necessary for critical members to be both accountable and knowledgeable about their positions.



Conexus SG Helps The Client Create A Framework For Setting Up And Managing New Joint Ventures

Conexus SG created visual process maps showing transactions and goals; this insured everyone understood their positions. Control points were created and set up on process maps.

Levels of authority were established and rolled out. High level procedure and control documents were documented and explain the efforts to the management. Most importantly, everything was documented for easy release to the public.

The project team was identified and put into place. All transactions related to the new entity and the donated assets needed to be segregated as of the close date. To house these transactions, new companies and accounts were established in the Dynamics SL ERP system. Additionally, overhead allocations and management fees needed to be applied. All of this needed to be completed for a successful quarter close.





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Business Benefits

With the help of Conexus SG, the client had a successful integration. Everything was completed on time. With visual process maps in hand, the company now has an easy reference for future transactions.

The process Conexus SG completed was repeatable; joint ventures in the future could be completed quickly.



The entire process was well documented and well controlled. These deliverables can be shown to public investors, partners, and management. The documents, controls, and levels of authority can be used for future reference. Even more, the entire process is auditable.

The client experienced a successful close; they completed the quarter on time and on profit.

Conexus SG has this track record: giving quality support and success to every assignment.

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Microsoft Dynamics SL, GP, CRM

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