

PODCASTS

Unlocking Business Value with Technology: Insights from the Latest M&A Talk Podcast

We dive deep into how technology, particularly enterprise orchestration software, can significantly enhance the value of businesses during transformations and acquisitions.

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Topics Covered:

- The Role of Enterprise Orchestration in Mergers and Acquisitions
- How Technology Can Reduce Costs and Boost Efficiency in Large-Scale Programs
- Value Creation Strategies for Private Equity Firms
- The Balance Between Governance and Agility in Transformations

Introduction

In this episode of M&A Talk, hosted by Jacob Oros of Morgan and Westfield, we dive deep into how technology, particularly enterprise orchestration software, can significantly enhance the value of businesses during transformations and acquisitions. Jay Goldman, co-founder of Sensei Labs and creator of Conductor, shares his expertise on using technology to streamline processes, reduce costs, and drive value creation in the M&A space. This conversation provides invaluable insights for M&A professionals, private equity firms, and corporate development teams looking to optimize their strategies.

The Role of Enterprise Orchestration in Mergers and Acquisitions

Jay Goldman highlights the concept of enterprise orchestration, a technology-driven approach that helps manage complex transformation programs within organizations. This orchestration is critical for mid- to large-scale enterprises undergoing transformative changes, including post-merger integrations and ESG programs. By utilizing orchestration software like Conductor, companies can track timelines, manage risks, and align on key performance indicators (KPIs). This approach is particularly beneficial in M&A, where large volumes of data and complex processes must be efficiently managed to achieve desired outcomes.

How Technology Can Reduce Costs and Boost Efficiency in Large-Scale Programs

One of the key takeaways from the discussion is the significant reduction in manual work achieved through automation. Goldman notes that status reporting in large-scale programs can consume up to 25% of work effort. By leveraging orchestration software, this figure can be reduced to just 5%, freeing up resources for higher-value activities. The T-Mobile and Sprint merger is cited as a case where Conductor was instrumental in managing a \$26 billion transaction, demonstrating the scalability and impact of enterprise orchestration on major deals.

Value Creation Strategies for Private Equity Firms

Private equity firms are increasingly turning to technology to enhance their value creation plans. Goldman explains that PE firms often face pressure to shorten the hold period of their investments, which can extend beyond the typical five-year timeframe, negatively impacting returns. By using enterprise orchestration, PE firms can execute their value creation strategies more efficiently, whether through cost reduction, revenue growth, or bolt-on acquisitions. This approach not only accelerates the achievement of financial goals but also mitigates the risk of unsuccessful exits.

The Balance Between Governance and Agility in Transformations

A recurring theme in the conversation is finding the right balance between governance and agility. While governance structures provide predictive capabilities and help standardize processes, too much rigidity can stifle innovation and slow down value creation. Goldman emphasizes the importance of flexible frameworks that can adapt to unique transaction needs while maintaining the benefits of

structured governance. This balance is crucial for companies aiming to leverage orchestration technology effectively without compromising speed and adaptability.

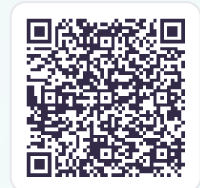
Conclusion

The insights shared in this episode of M&A Talk underscore the transformative power of technology in mergers and acquisitions. By embracing enterprise orchestration, companies can streamline complex processes, reduce costs, and accelerate value creation. For M&A professionals, private equity firms, and corporate development teams, leveraging these technological advancements is essential to stay competitive and drive successful outcomes in today's fast-paced business environment.

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