



Requirements and challenges of a global player in Healthcare Sector

Use Case | Global Business Services

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DAX 40 COMPANY

The Challenge

The customer acquired a US company with a global organizational set-up and faced its biggest integration project to date.

- High management / shareholder attention: Acquisition price exceeded 10 billion USD
- High complexity: The integration involves >10k employees in >40 countries and >70 legal entities
- Ambitious collaboration and communication set-up: Two global companies with headquarters in Germany and the USA and specific corporate cultures joining forces
- Tight timeline and demanding financial expectations: Challenging expectations regarding synergies to be exploited and implementation timelines to be met



High level of commitment, a fast response time and a good level of expertise

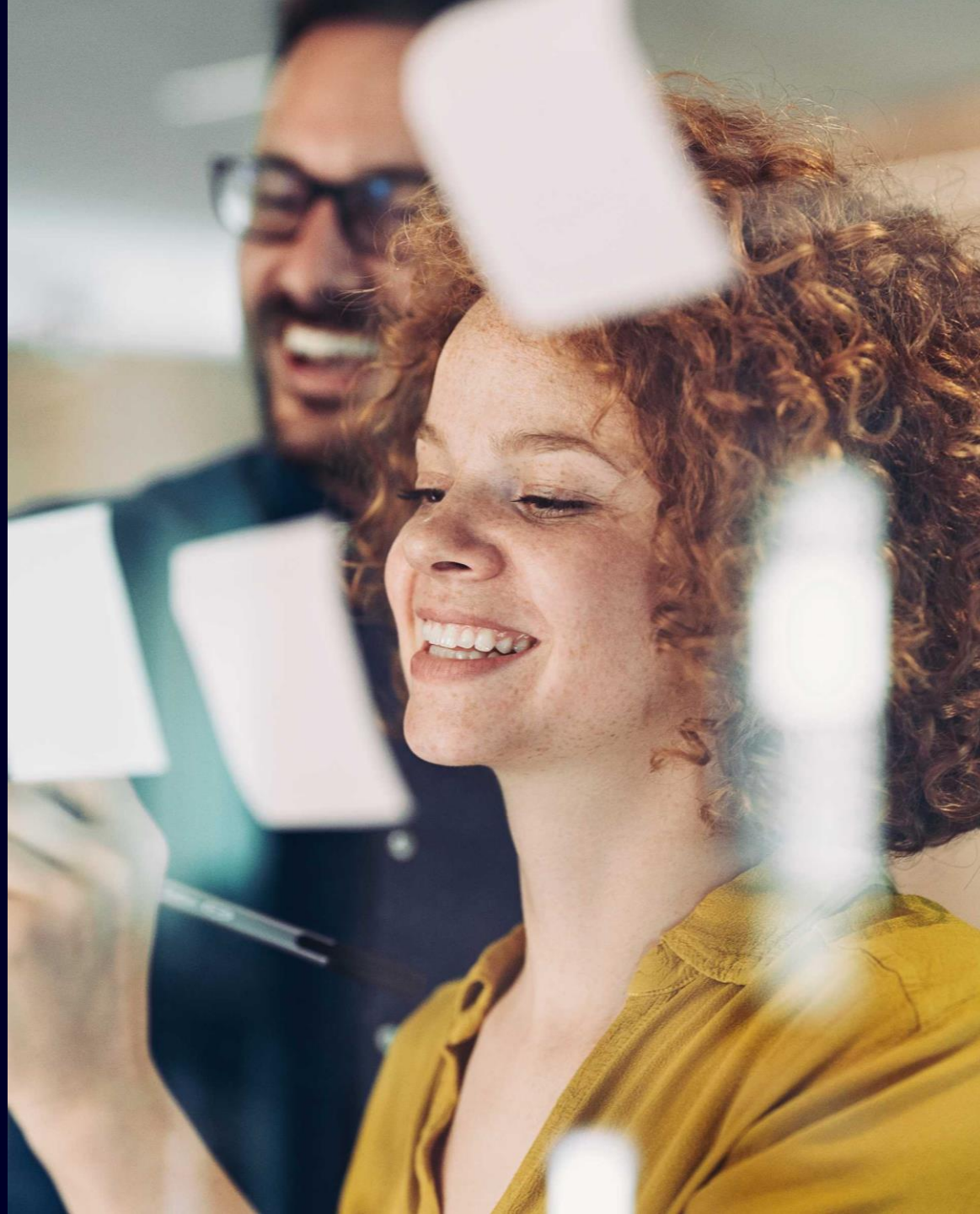
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The Offer

- GBS provided project management and advisory services for the program management and actively supported all functional work streams
- Due to its global set-up, GBS provided the international project support, required by the customer
- GBS increased transparency and accountability through the whole project leveraging state-of-the-art tools and solutions
- Supporting Change Management by creating and implementing adequate and target group focused communication measures including e.g. integration newsletters and tailor made info packages for key stakeholders supported by our Smart Visuals team

Offered and recommended services:

- Project management
- M&A support
- Advisory services





Highlights

- › Rapid launch
- › Expertise & solution orientation
- › Excellent collaboration

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The Benefit

What are the benefits/outcomes for the customer?

- Project management excellence provided by subject matter experts who partner with your project team to accelerate implementation
- M&A project expertise, i.e. a long track record of M&A projects proves GBS Project Management Services to be experts in the M&A field, being able to exceed customer expectations even under complex conditions
- The global set-up and network of GBS allows us to provide an international Project Team, to ensure smooth collaboration over different time zones

The Proof



Full integration roadmap

With >3.000 work items managed in a state of the art project management tool prioritized in focus topics such as e.g. synergies, mandatory / governance



Structuring and managing communication requirements

e.g. defining communication channels, establishing regular newsletters and preparing / supporting project meetings on board level



As of today we are live with ...

by implementing policies on a global scale. Prioritizing countries and planning timeline for roll-out while considering multi-level parameter such as feasibility in terms of workload, local circumstances etc.





The GBS team ensured a smooth hand-over from the deal team



Even in more intense phases they are instrumental in keeping the project team on track and achieving key milestones



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Why Siemens Global Business Services?

Siemens Global Business Services (GBS) enables Siemens AG units worldwide and external customers to accelerate their business transformation into a sustainable and digital future. Its portfolio comprises services driven by expertise and latest technology – with a strong focus on innovation and digitalization in areas like business administration, human resources, supply chain management, sales, marketing, and engineering.

Siemens GBS serves its clients globally out of four major hubs locations with about 12,000 employees.

Siemens GBS headquarters are based in Munich, Germany.

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