

CUSTOMER STORY

MANUFACTURING COMPANY DRIVES IMPROVED EFFICIENCY WITH INTERLINK'S MERGERS & ACQUISITIONS SOLUTION

Client :

Global Kentucky-based
Manufacturing Company

Industry:

Manufacturing

IT Users:

2,500

Solutions & Services:

- M&A AcquisitionLink Assessment
- Office 365



This Kentucky-based manufacturing company designs, manufactures, integrates, and supports the most sophisticated and advanced packaging solutions in the global marketplace. It serves manufacturers of all sizes and geographies in the food, beverage, pharmaceutical, personal care, household, and industrial goods industries and provides solutions for the entire packaging line: filling and capping, flexibles, pharma, product handling, labeling and coding, and end of line.

As a rapidly expanding business, they needed a solution to quickly assimilate the disparate collaboration technologies of its growing number of acquisitions. They selected Interlink Cloud Advisors to help drive this integration.



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A NEED TO STANDARDIZE TECHNOLOGY ACROSS MULTIPLE BUSINESSES

This company in the midst of an aggressive expansion program, acquiring five to seven compatible businesses every year. With 2,500 employees across multiple sites, the company wanted to standardize its technology landscape as smoothly as possible.

“We didn’t want to go in and rip out what was already in place in the companies we were acquiring,” said the President and CEO. “But we wanted to begin a journey to a standardized collaboration platform. We knew this would help us operate more efficiently as one consolidated business.”

The first step was to develop a roadmap to guide the overall organization to reach their goal.



INTERLINK IS SELECTED TO HELP WITH THE INTEGRATION

They chose Interlink Cloud Advisors because of their extensive experience in building the foundation for a smooth infrastructure consolidation during the Mergers and Acquisitions (M&A) process.

“We saw that they had a detailed M&A strategy for integrating the IT infrastructure, processes, and environment during an acquisition and felt they would be the right partner for us.”

The Interlink team helped define the technology the company should implement so the new acquisitions could buy solutions that fit the standardized IT profile of the business going forward.



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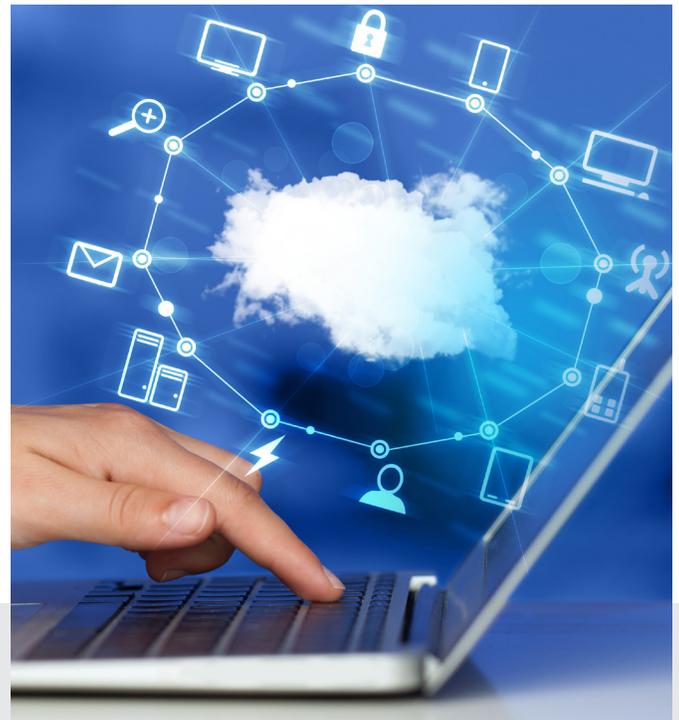
"We have a consolidated ERP platform with all of our accounting, production, and inventory applications all working on one system. Office 365 now provides an integrated communications platform that enhances the collaboration of our teams across our many companies."

CONVERSION TO THE CLOUD KEY STRATEGY

They had been using a third-party hosted data center but an outage at the site caused them to lose access to email for two days. With the loss of time and revenue this outage caused, the company was convinced they needed to leverage the security and reliability of Microsoft's Cloud and M&A Solutions. Interlink helped migrate the business to Office 365. The implementation began with Exchange and turned on both One Drive and Skype for Business.

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Interlink continues to support the ongoing expansion activity. After each acquisition, the Interlink team performs a technology integration to help the overall company act as one driving force of collaboration. As the integration of each new company begins, Interlink gets the new users up on Office 365 so they can have a company email address and access to the standard global company list enabling them quick access to locate and connect with colleagues in the other internal businesses.



THE INTERLINK ADVANTAGE

Interlink supports the continuous stream of projects generated and continues to consolidate acquisitions into the Office 365 tenant.

"Having Interlink handle the technology integration is hugely beneficial to us. During an acquisition, our staff is tied up with a multitude of integration tasks. Having Interlink handle the Office 365 side accelerates that integration, saving us time and money. What might take us five months because of conflicting priorities, Interlink can get done in one month. They've done enough of these integrations that whatever we throw at them, they can handle it."

For more information about Interlink's Mergers and Acquisitions Solution, please visit www.interlink.com/m&a or contact us today at hello@interlink.com



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