

Aria Drives Mergers & Acquisitions Success

Enterprises commonly pursue M&A as a strategy for driving growth and accelerating shareholder value.

M&A enables enterprises to expedite entry into new markets and geographics, expand product and service portfolios with greater speed, and acquire talent and new capabilities virtually overnight. While the velocity and volume of M&A deals ebb and flow in concert with macroeconomic trends, it consistently remains a favored approach among growth-oriented enterprises spanning a range of industries.



But M&A is not easy. According to the Harvard Business Review 70-90% of mergers and acquisitions fail due to the multiple

One of the greatest of these challenges is the integration of technology systems. Managing or consolidating multiple and disparate technology systems across finance and business operations remains one of the key post-M&A obstacles. No matter how good the business prospects, the ability to successfully integrate IT systems can be the difference between a successful transaction and a disaster.

As a matter of fact, CFOs say the greatest pain point when engaging in a merger or an acquisition is the meshing of business systems and technology. This is also the area where the most mistakes are made.

In the effort to integrate companies and systems seamlessly and smoothly, the billing system becomes a critical component that rises to the forefront.

In today's business environment, where products and services are delivered via subscription and usage-based billing models with greater frequency, the billing system has become a critical key to quick and accurate invoicing of customers and ultimately the realization of revenue. M&A often brings together companies with disparate business units operating different monetization models with varying levels of pricing model complexity. In most M&A scenarios, the existing billing systems and financial applications are inflexible and lack agility, ultimately creating substantial obstacles for those leading the post-integration effort.

Overview:

Aria's modern and agile billing and monetization platform makes it easier for enterprises to merge and consolidate billing systems and connect to IT systems following a merger or acquisition.

Benefits:

- Realize the benefits of the M&A business case and achieve post-integration success with greater speed.
- Support multiple business units offering B2C, B2B, and B2B2X products and services and complex pricing models.
- Accelerate expansion into new international markets, across geographies, and currencies.
- Configure at business unit or corporate level.

How Aria Helps Make M&A a Success:



Aria's public cloud-native usage and subscription billing platform.

Aria's platform seamlessly supports organizations with multiple business units offering B2C, B2B and B2B2X products and services. The platform can be deployed across a range of monetization models as it capably handles any level of pricing complexity, thus enabling the organization to realize the benefits of the M&A business case with greater speed.



The flexible nature of Aria's solution allows organizations to consolidate billing functions more easily in the post-merger environment.

As a point solution, Aria can effortlessly connect to and operate alongside any number of IT functions within an organization's Lead-to-Revenue technology stack and as part of a best-of-breed strategy.



Aria is ideal for organizations whose M&A activities result in expansion into new and additional international markets.

Aria serves and supports enterprises operating across multiple geographies, currencies, and languages.



Aria helps facilitate service and product convergence and process rationalization, leading to post-integration success.

As a multi-tenant platform, Aria can be configured at either the business unit level, providing autonomy over business models and processes, or established at the corporate level to ensure cross business consistency.