

## SUCCESS STORY

*Signing to closing*

## Acquisition by a leading industrial group of a major aerospace player

## CHALLENGES

An agreement has been reached for **the sale of a major Aerospace player to a leading industrial group**.

The context is challenging due to tight covenants, IT carve out with multiple operational impacts and a complex hand-over of manufacturing & aftermarket business.

CYLAD has been contracted to **support the vendor team** in ensuring an **efficient and lean carve out** of the sold company and the **continuity of its activities** after the closing.

## SOLUTIONS

- Provide **daily support** to all streams to **manage carve out the activities**, including Operations, Engineering, After-market, Commercial, IT and Support functions
- **Set up a governance** and support communication and reporting between the vendor and the buyer
- Design a Target Operating Model (TOM: process, ways of working, etc.) especially for Operations and After-market
- Support **readiness of IT solutions** on Day 1 (segregation, license transfer, data transfer, etc.)
- Create a solid **transition plan** and ensure readiness on Day 1 through direct support to **Transition Service Agreement (TSA)/Service Level Agreement (SLA)** redaction and negotiation

## CUSTOMER BENEFITS

100%

covenants met

100%

**business continuity secured**, thanks to Target Operating Model (TOM) and IT solutions ready from day 1

## KEY DELIVERABLES



**Target Operating Model (TOM) defined** for all streams



**IT systems ready from Day 1**  
IT solutions segregated



**Transition plan and TSA / SLA in place**  
Transition plan ready from Day 1