

# Takeover and integration of another bank and implementation of the strategic position in the investment account market



GREIFZU ASSOCIATES  
management consultants

Company	Realisation - approach	Results
German credit institution	<p>Set up and Coordination of related activities and project tasks in an umbrella programme with the following projects:</p> <p><b>Implementation of new applications</b></p> <p>Evaluation and implementation of new applications for the operating and accounting of cash accounts, for a new intermediary front end and a new client portal as well as for the depository consolidation and reconciliation.</p> <p><b>Migration</b></p> <p>Analyse and implementation of the needed products, processes and system for the migration of the bought accounts and clients.</p> <p>Migration of the bought clients and intermediaries into the existing and enhanced systems of the bank.</p> <p><b>Process Reengineering</b></p> <p>Review of all existing business and support processes regarding efficiency and realisation of capacities to operate the bought accounts.</p> <p><b>IT Separation</b></p> <p>Separation of the complete IT infrastructure from the existing network and integration into the new group environment.</p>	<ul style="list-style-type: none"><li>• Due Diligence finished and contracts signed for the take over</li><li>• Approval of "full bank license" by the regulatory authorities</li><li>• Implementation of the new intermediary front end and replacement of the old solution</li><li>• Implementation of the new client internet portal and replacement of the old solution</li><li>• Implementation of a new application for operating and accounting of cash accounts and successful implementation of the needed organization and processes for operations (incl. risk management and payments)</li><li>• Successful migration at the target date of the bought clients, intermediaries, deposit accounts and accounts into the platform of the bank (products, processes, systems, positions)</li><li>• Ensure know how transfers and the availability of the needed resources to operate and service the migrated clients successfully</li></ul>
Initial situation		
<p>The bank takes over another bank, which also operates in the area of investment account management.</p> <p>With this acquisition, the bank expand there position in the market of investment account management and will be now the top ranked independent funds account manager in Germany.</p>		
Task		
<ul style="list-style-type: none"><li>• Implementation of the new business strategy and enhancement of the existing organization and systems.</li><li>• Migration of the sold customers and intermediaries into the own organization, processes and systems.</li></ul>		