PART OF THE CLARANET PORTFOLIO OPERATOR PROGRAMME

100-Day Technology Value Plan

A board-ready plan that sets the technology operating agenda for a new asset, built around the first 100 days of the hold.

When it matters

You have just taken on a new platform. The value creation plan is set, the management team is forming, and the clock on the hold has started. The commercial and operational priorities already have owners and dates. Technology, more often than not, does not, and that omission carries a price.

The price is not hypothetical. Technology is one of the biggest sources of disruption inside the hold. 44% of PE firms were hit with unexpected remediation costs to fix inherited IT and cyber issues, and 30% struggled to integrate IT systems across portfolio companies, the integration the deal model usually takes for granted. When that disruption turned financial, it cost $2.1m on average per affected deal. These are the bills that arrive in year two for the technology decisions nobody owned in month one.

100 days

The first 100 days set the technology trajectory for the whole hold.

The first 100 days are when that trajectory is set. A 100-Day Technology Value Plan puts technology on the same footing as the rest of the value creation plan from the start: a clear, costed operating agenda for the asset, owned and sequenced, so technology carries the thesis instead of quietly dragging on it.

What it is

A single, board-ready plan that sets the technology operating agenda for the asset across the first 100 days and the wider hold. It is a focused operating plan, not a strategy deck and not pre-deal diligence. It reads the asset as it actually is, identifies the technology moves that matter to the value creation plan, from integration and scalability to cost and security, and sequences them, so the management team and the board start the hold with a shared, costed view of what technology must do and when.

What you get

The asset and the thesis

- Cost, cloud and security
- Workplace and networks
- Against the value creation plan

Set the agenda

- Read the asset across the estate
- Identify the moves that matter
- Sequence and cost them

A board-ready 100-day plan

- A costed, sequenced agenda
- Act now, phase or leave
- Owned, ready to deliver

How it works

Timed to the first 100 days

A short, fixed-fee engagement, timed to land at the start of the hold so the plan shapes the first 100 days rather than reacting after them.

Fixed fee

A single fee up front, no open-ended scope.

Light footprint

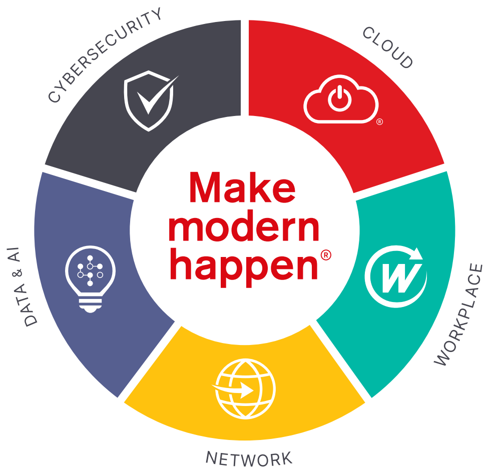
A small number of focused sessions with the management team and the data needed to read the asset, not a drawn-out audit.

Run by a senior operator

Led by an experienced Claranet operator who has run technology across security, cloud, workplace and networks at mid-market scale.

Why Claranet

- Claranet runs managed cloud, workplace and networks at mid-market scale. This is a plan written by the firm that would run it, not by advisers who move on once it is signed off.
- Claranet has integrated around 40 acquisitions into a single operating platform of its own, so bringing a business onto a common platform, the exact integration Kroll finds 30% of funds struggle with, is familiar ground rather than theory.
- Thirty years operating mid-market technology.



What comes next

The plan is built to be acted on. The first 100 days set the agenda; the rest of the hold is where it gets delivered. Where it suits you, Claranet delivers the plan as managed operation, taking on as much or as little as makes sense, so the priorities set at the start are the ones that actually get executed and held across the hold. The plan stands on its own. The managed delivery is how it gets done, and how the value it sets out is realised rather than deferred.

The operator that closes the gap between the value creation plan and run-rate.
Claranet, the Portfolio Operator.

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