



Interim management ensures successful acquisition and profitability

Liberalisation of telecommunications markets has encouraged new entrants and in turn stimulated merger and acquisition activity. Economic forces drive investment and political forces increasingly permit foreign investment. But taking a share of a large telecommunication operator is a massive undertaking and requires thorough assessment to arrive at a valuation.

Challenge

A new, non-telco entrant has successfully purchased 51% equity of a fixed and a mobile network operator.

Looking for skills, experience and expertise with rich telco background to provide the day-to-day operation of the acquired companies for two years and provide strategic options to transform the company's performance from bankruptcy to profitability.

Solution

BT Telconsult seconded two Chief Executive Officers and consultants from BT to these two companies for two years.

Our interim managers took over day-to-day operation by deployment of new processes, organisational change, audit policy, financial control, network and improvement of the IT design.

Benefit

BT's credibility helped our client to bid for a 51% stake in two separate network operators. A competent team of BT consultants and C-level managers helped run the businesses from bankruptcy to profitability.

BT Telconsult was able to assist the down-sizing exercise from around 10,500 to about 3,500 employees without service degradation. With international credibility and experience, BT consultants were able to negotiate supplier agreements with other operators with better terms and conditions.

Offices worldwide

The services described in this publication are subject to availability and may be modified from time to time. Services and equipment are provided subject to British Telecommunications plc's respective standard conditions of contract. Nothing in this publication forms any part of any contract.

British Telecommunications plc
2007; Registered office: 81
Newgate Street, London EC1A
7AJ; Registered in England No:
1800000

About BT Telconsult

BT Telconsult is a global telecommunications management and technology consulting business with 30 years experience in providing consultancy services to fixed and mobile telecoms operators in over 90 countries.

We are part of BT Global Services and leverage BT's experience and expertise as a 21C Next-Generation Communication Provider to help our clients overcome the challenges they face.

Our consultative practitioners have a deep understanding of how to address end-to-end business, technology and operational challenges using best practices and methodologies developed by BT to support your business transformation.

For more information please visit
<http://bt-telconsult.com>