

Merger of Fleet Companies

Client Need: Project Management of the merger of two mid-size fleet companies in Germany. The client reported that their project was behind schedule and in risk of exceeding budget.

Solution: BenchMark Consulting International provided overall management for all merger activities and took the responsibility to report directly to the client's steering committee. We developed a recommended plan of action. The plan defined where each process was to be located and covered both staffing and office space requirements. Our plan was fully accepted by the client's steering committee. Teams from both companies met regularly to determine best approach and perform consolidation and transfer of processes as recommended. The major tasks were to determine the best methods to transfer the contracts to the preferred system and the manual execution of the contract transfer. New office layout and reconstructing was agreed with the landlord.

Results: Merger was completed to the client's absolute satisfaction and came in below budget and within the original schedule. All contracts were manually transferred successfully to the larger of the two company's system. The customers and staff were kept well informed of steps planned and performed and all staff reductions were performed cordially.