



C A S E S T U D Y

MERGERS & ACQUISITIONS INTEGRATION



T H E O P P O R T U N I T Y :

In 1994, TRW targeted its credit reporting business for divestiture. The market value of the business would be largely impacted by a proposed redesign of its credit reporting system. Following four unsuccessful attempts at redesigning the system, TRW engaged YCA in late 1994.

YCA SOLUTIONS FOR
PROJECT SUCCESS®

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T H E A P P R O A C H :

YCA helped set up a project office and trained more than 400 team members in its Project Success Method (PSM) methodology. YCA then led the project team in developing a comprehensive project schedule that included 80 sub-projects, 20,000 activities. Additionally, YCA facilitated and coached the team through the execution of the project. As part of the PSM, each of the 80 sub-teams updated their project schedules bi-weekly which proved to be a key success factor of the redesign project.

T H E R E S U L T S :

- The project was completed on-time, on-budget and to specification
- In February 1996, TRW announced the sale of its credit reporting business to an investment group headed by Thomas H. Lee Company and Bain Capital. The sale, valued at \$1.2 Billion, was contingent on 30 days of successful operation of the new credit reporting system.
- The new company created was to be called Experian. In November of 1996, Great Universal Stores PLC announced that it was purchasing Experian from the group mentioned above for \$1.7 Billion.

"I was introduced to YCA in 1994 when I was asked to turnaround TRW's credit reporting project. The project's objective was to overhaul TRW's credit reporting hardware, software and business processes. It took 400 people, 2 years and \$110 million to complete. Our success allowed TRW to spin off Experian for \$1.1 billion. Experian was sold 6 months later for \$1.7 billion - so the investment in YCA was very worthwhile".

Don Miller Senior Vice President TRW/Experian