



## Preserving the global compliance continuum in an acquisition

How Micro Focus seamlessly integrated an acquired company's technologies, protecting global compliance capabilities all the way

### Meet The Company

Micro Focus is one of the largest enterprise software companies in the world helping customers run and transform their business. Driven by customer-centric innovation, Micro Focus's software provides the critical tools organizations need to build, operate, secure, and analyze their enterprise. By design, these tools bridge the gap between existing and emerging technologies — enabling faster innovation, with less risk, in the race to digital transformation.

Micro Focus prides itself on its ability to put customers at the center of innovation and to deliver high-quality, enterprise-grade scalable software that bridges old and new technologies, maximizing client ROI and agility inside the new hybrid model for enterprise IT.

Adopting modern platforms such as Thomson Reuters ONESOURCE™ Global Trade compliance solutions has been instrumental in helping Micro Focus manage and mitigate disruptive factors such as evolving regulations, trade agreements, and changing technology and business environments.

### The Challenge

Like many other enterprise organizations, Micro Focus recently faced the difficult task of combining and streamlining IT infrastructure and data due to an acquisition, including in the arena of ensuring global trade compliance.

Global trade compliance has become increasingly complex and high stress, and specialists and staff are tasked with addressing real-time regulations updates as well as efficiently integrating and unifying data in ways that reduce costs and speed workflows.

Knowing global internet trade never sleeps, Micro Focus insisted that the acquisition of HPE Software could not impact their 24x7x365 Internet-based SaaS business model or endanger the constant need to crosscheck global sanctions lists using Restricted Party Screening to ultimately meet worldwide export compliance.

### A Win-Win: Powerful Solutions Coupled With Smooth Integration

Thinking strategically, Micro Focus planted the seeds for a successful merger with existing HPE Software data and technologies before formal acquisition negotiations were finalized. The entire acquisition was actually predicated on HPE Software successfully and quickly shifting its software infrastructure environment to the cloud, so the pressure was on.

### Firm



### About

Driven by customer-centric innovation, Micro Focus's software provides the critical tools organizations need to build, operate, secure, and analyze the enterprise in a constantly changing world. Right now, that means powering digital transformation with solutions spanning four key areas: Enterprise DevOps, Hybrid IT Management, Security, Risk & Governance and Predictive Analytics.

### Website

You can learn more about Micro Focus and their product and service portfolio at [MicroFocus.com](https://www.microfocus.com).

### Software

Micro Focus uses ONESOURCE Global Trade Solutions and ONESOURCE™ Indirect Tax.



HPE Software began an internal transformation process to move its ERP to the cloud and away from SAP. The exact project methodology, FAST: Walk the Wall, was an HPE version of an agile methodology and became the springboard for the team's divestment-focused efforts.

Further ensuring that a future merging of IT and data would be executed properly, Micro Focus decision-makers worked with trusted partner Thomson Reuters to conduct a thorough study of HPE's IT environment, assessing 23 critical benchmarks required to support Micro Focus' 24x7x365 online availability mandate.

During this period, HPE staff adopted ONESOURCE Global Trade Compliance as one of the building blocks in a newly created IT stack custom-built to support a smooth divestment to Micro Focus. This IT stack became the baton to be handed off to Micro Focus, representing the final piece of the acquisition journey.

### The Results: Reaping The Rewards

With a thoughtful, initial transition complete, Micro Focus is free to concentrate on the key business benefits that drove their choice of HPE Software's technologies, namely:

- Creating significantly greater scale and breadth of product portfolio, thereby constructing one of the world's largest pure-play infrastructure software companies
- Adding a substantial recurring revenue base to Micro Focus' existing product portfolio, as well as accessing important new growth drivers and revenue models
- Aligning best practices between Micro Focus and HPE Software in areas such as product development, support, product management, account management, and sales force productivity, as well as achieving operational efficiencies where appropriate

Ultimately, Micro Focus looks forward to further simplifying their entire global trade management process, with additional company-wide innovations involving ONESOURCE Global Trade already scheduled.

Decision-makers appreciated the flexibility, performance, and pricing of all the available product modules during the HPE SW acquisition process. Director of Global Trade Compliance Rick Rocco says, "It's [ONESOURCE] very user-friendly. I was able to initially get in and poke around without any training at all and didn't have to spend a ton of time getting up to speed. Thomson Reuters has been very accommodating with customizations and usability improvements."



"One of the best things about ONESOURCE is it is so much more user-friendly than our previous solution. It's just easier to get into the system, to get everyone trained and up and running."

— Rick Rocco  
Director of Global Trade Compliance

To learn more about the market-leading ONESOURCE Global Trade Solutions today, visit [tax.tr.com](https://tax.tr.com).

