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Technology & Security Risk Assessments for: Mergers, Acquisitions, Divestitures and Due Diligence

Organizations with active M&A programs must have a thorough due diligence strategy, including a reliable process for identifying, understanding, and accounting for technology and security risks. This task is often tricky for multiple reasons. However, getting it right is vital to a value-add transaction and smooth integration. Getting it wrong can have a lasting, measurable impact on the return on investment of the deal.

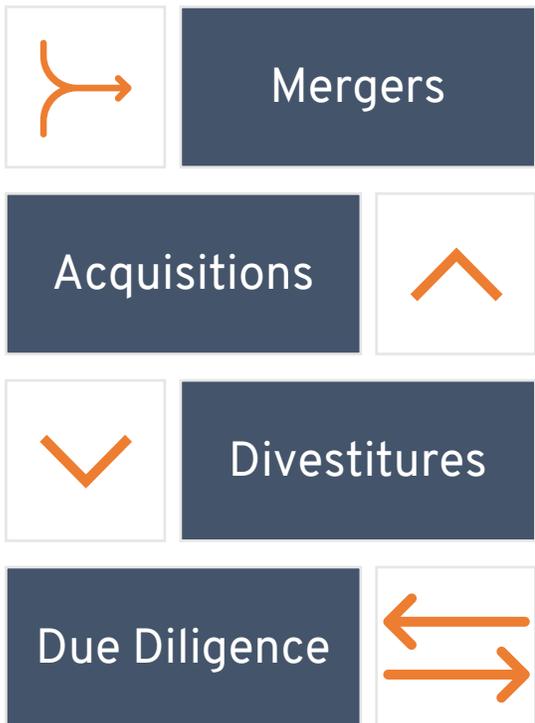
M&A Challenges

Limited Information – in most deals, especially highly confidential ones, getting access to valuable risk and security intelligence is difficult, and performing analysis or actual testing is usually not in the bounds of the due diligence.

Accelerated Timelines – windows to conduct due diligence are often short and don't provide much lead time to formulate an assessment strategy

Inadequate Risk Comprehension – deals involving activities that differ from existing business lines pose a challenge. Without a grasp of the material risks in play, specifically operational ones, due diligence teams may miss important elements potentially plaguing the success of the deal long-term.

Integration Decisions – M&A transactions are a great opportunity to evaluate go-forward plans for the broader company. Assessing people, toolsets, and processes and developing a plan of action is required to drive down cost and use optimize resource usage.



Divestitures

Selling off a business can carry risk as well. Very often business lines have dependencies and are so intertwined with the selling organization, that simply decoupling them is not a short-term option. There are operational requirements that need to be covered, licenses, service level agreements, and contractual obligations with customers that need to be understood and addressed. Outgoing staff will need to retain access to in-scope systems that are part of the deal, and simultaneously lose access to systems and applications staying with the legacy organization.

The BTB Solution

The BTB CISO Advisory team has the business acumen needed to help you understand risks associated with these activities. Our established assessment process has helped numerous clients get to actionable information quickly to support M&A decisions and prepare for secure and smooth integration steps. Additionally, we prioritize your list of recommendations so that you know what actions should be required prior to any integration taking place (**pre-integration**), and those that can be resolved over time (**post-integration**).

Contact us to find out how we can help with your M&A strategy

