

ReliaQuest GreyMatter for Mergers and Acquisitions

Reducing Security Complexity, Accelerating Integration, and Driving Business Growth

Mergers and acquisitions are an important part of the growth strategy of many businesses given the promises of increased growth, market share, and competitive advantage. “Mergers and acquisitions” (M&A) describes a variety of situations, from traditional mergers and acquisitions to divestitures, carve-outs, and joint ventures. In the rush to capitalize on market opportunities, the cybersecurity function is frequently undervalued in pre-deal due diligence and then must manage risk and costs during the subsequent integration process.

When companies put security on the backburner during a merger or acquisition, the consequences can be devastating:

- Missed security risks during due diligence
- Blind spots in an expanded threat surface
- Overlooked compliance requirements
- Budget surprises during technology integration

Ultimately, leaving security out of the equation can lead to sub-optimal deal outcomes and leave an organization prone to greater cyber risk when integrating security technology stacks.

Merge and Acquire Safely with the ReliaQuest GreyMatter® Security Operations Platform

The ReliaQuest GreyMatter® platform can help businesses going through major change events like mergers and acquisitions from pre-deal due diligence to enabling integration and ongoing security operations after the deal is signed. Every business has a unique strategy for melding disparate security infrastructure, and the GreyMatter security operations platform provides the flexibility to combine security technology stacks to provide visibility, reduced risk, and predictable budgeting. Whether the merger will result in each business unit continuing to run its own SecOps or whether consolidating security technology stacks, or something in between, GreyMatter can keep things running smoothly.

Performing Due Diligence

During the due diligence phase, in addition to negotiating deal terms, it’s critical to get cybersecurity insight into the target company. Nobody wants to discover a latent breach or compromised credentials in a target company’s ecosystem when it’s already too late. GreyMatter Digital Risk Protection provides insight into various dimensions of a firm’s security posture.

- Proactively identifies brand or executive impersonation, allowing informed acquisition deal decisions
- Evaluates online data breach or data loss by acquisition target using the broadest collection of data across the open, deep, and dark web, including technical and closed sources
- Detects technical weaknesses or vulnerabilities in acquisition targets that attackers can exploit to harm a network or online infrastructure
- Provides understanding of potential risk by monitoring across sources where criminals are active, no matter if that is on the open, deep, or dark web

Integrating Post-Deal

The security team on the acquirer side needs a robust strategy for securing the expanded environment that now includes a new security stack from the acquired company—including potential inherited third-party risk. Managing that risk associated with the expanded threat surface while maintaining a predictable budget is a challenge that all CISOs wrestle with. We live in a multivendor world, and an acquired company typically adds new business applications and cybersecurity technology to the mix. ReliaQuest GreyMatter allows you to maintain visibility, reduce complexity, and control risk across that mixed environment.

Whether your strategy is to maintain discrete business units with security operations enabling a shared service, or if your goal is to provide a unified environment with acquired companies folded into that environment, GreyMatter provides the flexibility to achieve your goals.

ReliaQuest GreyMatter uses bi-directional integration and data stitching to provide a full view into a company's environment no matter where its data resides—in the cloud, on premises, or a mix of both—so the acquiring company can catch incoming gaps in security. Plus, for a quick glance at performance across visibility, teams, and tools, the GreyMatter Model Index® report enables you to evaluate your security operations and measure improvement over time as your business evolves.

Bringing It All Together

GreyMatter Digital Risk Protection provides the insights you need to understand cyber risk before the deal is signed and delivers the flexibility to enable security operations success as you manage risk across expanded and disparate security infrastructure.

