

# M&A Across Industries with Hybrid Cloud: Solution Brief

## Challenges:

- Disparate IT systems/networks
- Data exposure during transition
- Lack of mature IT documentation
- Operational inefficiencies
- Compliance issues
- Ad hoc access to data
- Cybersecurity risks
- Due diligence of IT maturity
- Configuration issues

## Solutions:

- Hybrid Cloud for maximum visibility across the enterprise
- Implementation of Enterprise IT Standards
- Unifying multiple technical disciplines
- Role-based data and workflow access to limit exposure
- Integrated, responsive cybersecurity
- Data backup and recovery
- Remote workstations
- Security & Compliance
- Endpoint management

## Benefits:

- Define strategic vision
- Infrastructure consolidation
- Technical discovery of systems & processes
- Evaluation of cyber risk remediation
- Alignment between companies
- Integration blueprint
- Dedicated resources
- Enterprise risk & value rationalization
- Organizational structure/culture clarity
- Compliance
- Standardized processes
- Synthesis of disparate systems
- Unified IT strategy for mature business diversification

Enterprise organizations are expected to respond responsibly to the many challenges posed by customers, competitors, employees, shareholders, and government compliance requirements while simultaneously maintaining robust cybersecurity. Especially during M&A activities, it is important to carry those responsibilities across the merger with due diligence around IT systems and processes. During the disruption, especially if the M&A is a high-yield transaction, both companies can become more susceptible to digital attacks. It may be necessary to conduct IT remediation before synthesizing the acquired company into the enterprise to ensure a successful integration.

Pre- and post-M&A, many organizations are turning to Managed Service Providers for IT expertise and, ultimately, to engage a high-trust partner to share the enterprise's burden of responsible cybersecurity, compliance, and data ownership. As part of the transition team, MSPs ensure infrastructure integration, continuity of performance, and offer centralized, stable IT management with Hybrid Cloud solutions to reduce risk and increase valuation.

Cybersecurity, centralized endpoint management, and enforcement of compliance standards are three key motivating factors driving cloud adoption. With Hybrid Cloud solutions, enterprises gain visibility and control of critical business systems across platforms to achieve exceptional business results.

Hybrid Cloud offers optimal flexibility to remain competitive in the industry and bridge the gap between disparate levels of data maturity, networks, locations, and systems. A successful IT transition during M&A will realize greater operational technologies, value growth, and enforce controls across the enterprise.

## Challenges

M&A creates excitement and projections of increased value for the strategic acquirer, but if business and IT teams are not aligned on the paradigm shift in core processes during the discovery, the integration of disparate systems fails. Pre-acquisition due diligence should include a detailed analysis of the current systems, configurations, networks, assets, cybersecurity maturity, vulnerabilities, and infrastructure to incorporate that critical information into the growth strategy. Interoperability between enterprise headquarters and sub-sites can be managed centrally with Hybrid Cloud solutions for optimal oversight and implementation of policy and procedural standards.

M&A not only changes the organizational components of an enterprise, but it also affects key cultural, structural, and procedural elements. Documenting existing IT infrastructure before migration is essential to lay the foundation for smooth integration and operational excellence through transparency, agility, and orchestration. Technical collaboration and central management are made possible through Hybrid Cloud solutions.

One of the many advantages of using a Hybrid Cloud model are the efficiencies it offers to streamline control of configurations, data, policy standards, cybersecurity, and operations. Creating a stabilized infrastructure using Hybrid Cloud solutions allows executives to implement change across the enterprise, eliminate duplicative efforts and streamline reporting for greater operational efficiencies.

# Solutions Expertise for a Disciplined Approach to the Management of Data, Access, Cloud Orchestration & Security

TBCConsulting offers a suite of services designed to support enterprises during M&A and beyond to manage IT infrastructure across platforms. With robust cybersecurity and monitoring systems to protect operations, systems, data and networks, companies can focus on growth initiatives.

1. Assessment and recommendations for existing security, systems, and network controls to gather data and articulate risks (**Security Posture Assessment**)
2. Reduce the turmoil of running disparate systems with asset identification, uniform policy controls, visibility and endpoint management (**Systems Total Care**)
3. Tools and Expertise for M&A synthesis to capitalize on detailed assessment of networks/configurations/components for integration (**Network Total Care**)
4. Enjoy 24/7/365 security monitoring to defend against and respond to any potential infiltration of environment (**Security Monitoring**)
5. Balance Cloud environments based on sensitivity of data and workloads and use best-option integration of tools and hardware in Hybrid Cloud environments (**Hybrid Cloud journey**)
6. Secure data backups and data recovery with multiple locations and redundancy (**Backup-as-a-Service and Disaster Recovery-as-a-Service**)

## About Us

With almost 25 years in the IT industry, TBC offers broad business management expertise while holding a SOC2 Type 2 certification. With our "As-a-Service" model, we help businesses navigate the intricacies of M&A transitions. TBC provides support through the rapidly changing demands of integration, developing emergent synergies efficiently and professionally. We support transition teams and can be an essential contributor to your dedicated, cross-functional team's success.

TBC manages the technical side of M&A transactions with the rigorous standards required for a smooth transition. Our IT teams are highly qualified to manage and support technical and security operations so you can focus on integrating systems and processes. You can expect expert white-glove service and true partnership to power back-end technology, ensuring the support your company's IT team needs.