

Merger and acquisition support

Support due diligence with help from Coalfire’s cybersecurity experts

Coalfire helps organizations evaluate risk throughout the merger and acquisition process. Our services draw on our knowledge of the cyber risk landscape, our experience auditing and assessing cyber capabilities and underlying technologies, and our extensive expertise evaluating security programs.

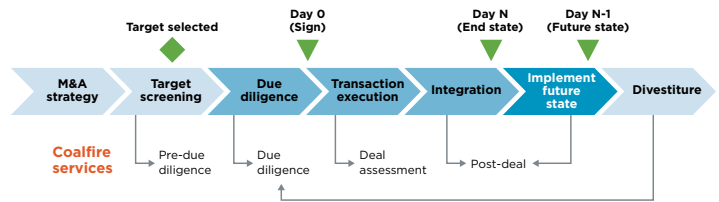
OUR APPROACH

Our M&A services evaluate an organization’s cyber security posture through:

- Technical testing (from internal and external perspectives) to gather objective evidence of security program effectiveness
- Assessments that rate the maturity of an organization’s cybersecurity controls, across multiple dimensions
 - Risk management approach
 - Security organization
 - Compliance and assurance programs
 - Security technology
 - Third-party risk management
 - Incident response planning and management
 - Governance model, including risk transfer policies
 - Insider threat management
 - Threat and vulnerability management

We produce insights and recommendations that highlight weaknesses and potential remediation plans and costs.

FIGURE 1: PHASES MAPPED TO FINANCIAL LIFECYCLE



With today’s ever-evolving threat landscape, cyber risk has become a matter of corporate governance. M&A deals must complete rigorous due diligence to uncover and remediate cyber risk concerns of their merger/ acquisition targets. Cyber risks are not just technology problems. They have legal, financial, operational, and board governance implications. Cyber risks are real and present dangers to business operations, profits, and for some, continued viability. Today’s corporate leaders have a fiduciary responsibility to understand and manage cyber risks.



COMPREHENSIVE SERVICES

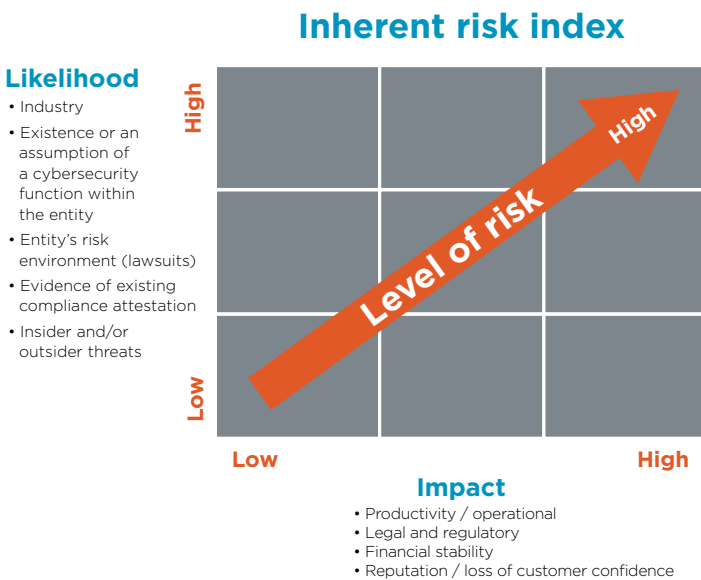
Pre-due diligence

Using our custom External Risk Assessment Framework (ERAF), we perform an “outside-in” review. Based on only publicly available information, we develop a high-level profile of cyber risk based on the likelihood of an issue and its possible impact. M&A managers use these profiles to evaluate deals. These are time-boxed efforts that can be run on individual targets or groups of companies.

Due diligence

An “outside-in” assessment is used as a precursor to a deeper analysis to gather information firsthand using our custom Risk Assessment Framework (RAF), as described in Figure 2. This includes a targeted risk analysis such as a maturity assessment. Projects often include review of key procedures (e.g., incident response, risk transfer, insider threat) that may have a direct impact on the deal. Typically, this service takes two to three weeks and may involve a short onsite visit.

FIGURE 2: COALFIRE’S RISK ASSESSMENT FRAMEWORK



Deal assessment

A risk and controls assessment provides the in-depth information required to make remedial decisions. Assessments include a full onsite risk assessment and an internal/external vulnerability assessment. Typically, this service requires 6 to 10 weeks for completion.

Post-deal

We provide design and implementation support to enable the business to integrate or extract an organization, while ensuring appropriate security controls and governance processes are in place. Our industry-leading practitioners design required capabilities to manage risk, create new solutions, and establish new organizational approaches and governance models. We partner with you, as needed, throughout the implementation process, providing advisory services that help with architecture design, vendor/product selection, and general implementation support.

M&A EXPERIENCE

Coalfire has worked closely with a number of private equity and investment firms to perform M&A support. We work across industries, and our recent M&A due diligence deals have involved:

- A risk review of a highly diverse, international portfolio that spanned Europe, Africa, Asia, Australia, and North and South America for a large investment firm
- Merger of cloud security solution providers
- Acquisition of an acute care system provider
- Merger of two major retail organizations

DS_M&Asupport_050718

TAKE THE COMPLEXITY OUT OF ASSESSING CONTROLS AND RISK

Learn more about Coalfire’s M&A support services.

Coalfire.com | 877.224.8077



About Coalfire

Coalfire is the cybersecurity advisor that helps private and public sector organizations avert threats, close gaps, and effectively manage risk. By providing independent and tailored advice, assessments, technical testing, and cyber engineering services, we help clients develop scalable programs that improve their security posture, achieve their business objectives, and fuel their continued success. Coalfire has been a cybersecurity thought leader for more than 17 years and has offices throughout the United States and Europe. Coalfire.com