

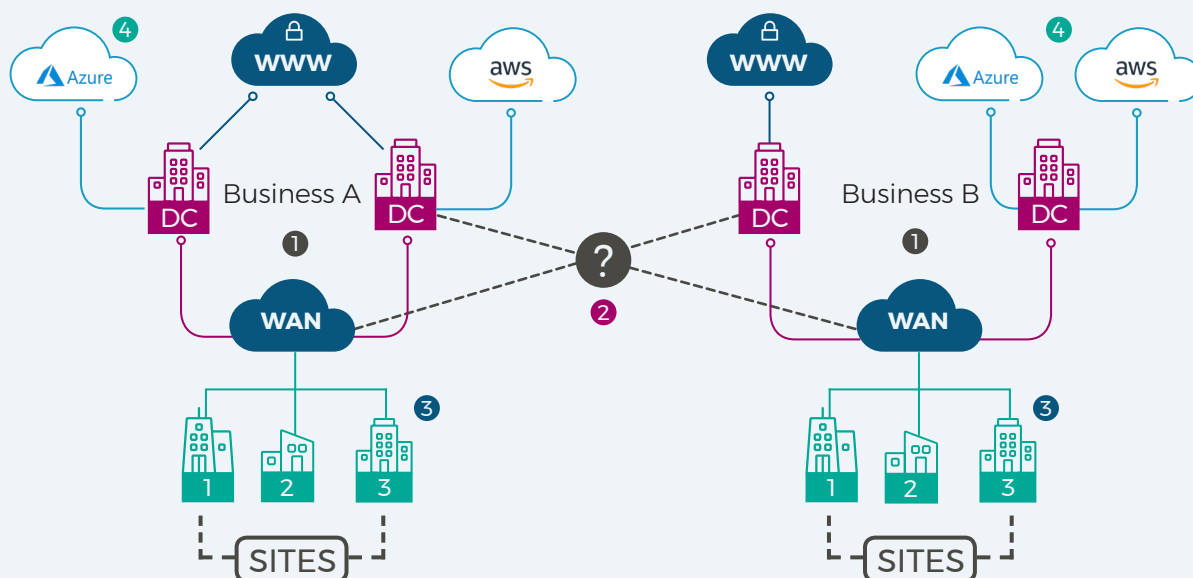
Bringing two companies together is challenging because, more often than not, each company will have a different partner, provider, technology or process for every common enterprise architecture component. Stitching the two companies together from a technical perspective is an early challenge. It is however the nuances around this process, and other directly dependent integration activities, that cause the biggest headaches.

## The Problem

Two companies. Two sets of everything. The consolidation of assets and processes needs to happen as quickly and efficiently as possible without jeopardising internal or external services. Delivering the maximum business value of the merger or acquisition requires timely and effective integration.

Integration needs to be achieved in a manner that allows both companies to continue business as usual but with one eye on the future goal. A merger will falter or fail if both entities pause or slow down during integration. Secure connectivity should be from anywhere to anything and should allow for full transition and transformation to the new company entity. Everything should be seamless with no user, be they employee, partner or customer, noticing or being adversely impacted by change.

Whilst a business is in the process of integrating it cannot fully recognise the benefits underpinning the business case. This holds true for both cost reduction and increased operational efficiency or synergies. The cultural impact on the businesses before the merger or acquisition has been completed should also not be underestimated. New ways of working are not being embedded, opportunities to collaborate are missed and the former businesses remain largely separate. A newly formed business has to integrate at pace to deliver value and prevent the targeted synergies from eroding.



### Challenges

- 1 Architectural differences can increase cost and complexity
- 2 Securely connecting Business A to Business B can be problematic and time consuming
- 3 Cultural differences between Business A and Business B require consideration
- 4 Duplication of services can increase cost and complexity

## The Solution

Cloud Gateway provides connectivity to each entity in the M&A scenario. This connectivity is both technology and supplier agnostic. You can use any carrier medium, including both internet and MPLS, whilst using any provider of these services to deliver them. It also means that you can use internet connectivity as a quicker route to transition, integration and transformation before putting more heavyweight connectivity in place.

All of the connectivity is secured in transit and encrypted to NCSC standards. Access between all entities is fully controlled with a suite of security features including firewalls, IPS/IDS, SSL inspection and anti-virus.

The traffic is not only inspected, it is fully logged and audited and is pushed into the Cloud Gateway portal. As well as providing real time

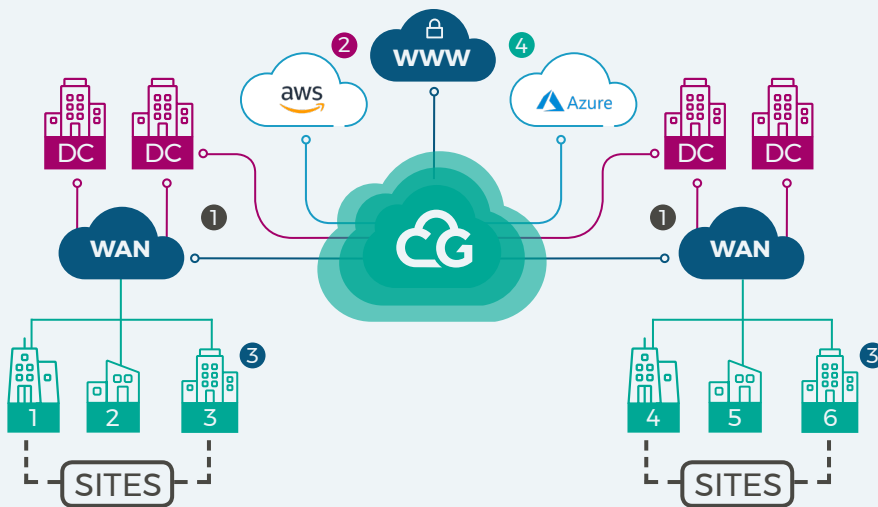
monitoring and analytics on all traffic traversing the network, all of the raw data that is collected can be pushed to a customer Security Information and Event Management solution (SIEM) or Big Data Analytics Engine. This enables the organisation to be in the perfect position to demonstrate that they are continuing to adhere to all of the regulatory and compliance concerns that affect their business.

As the process of completing the M&A continues towards the end goal, Cloud Gateway offers many other services for continued consumption in the target operating model. A secure web gateway, cloud connect services to multiple cloud providers including AWS and Microsoft Azure, as well as a VeriSM inspired support model underpinning a fully managed service, are all part of the product offering.

## Close

Mergers and Acquisitions are about risk and reward. Naturally a newly formed business wants to take as little risk for as much reward as possible. In order to do this, the pace of integration and change needs to be rapid and the change itself needs to be secure. The integration needs to empower and align all the people it affects building and maintaining confidence and momentum.

Cloud Gateway delivers on those needs. It can be used as a lever for integration and transition whilst becoming a fundamental component for continued transformation and business evolution.



### Benefits

- 1 Architectural consistencies can reduce cost and complexity
- 2 Centralised, secure connectivity between required networks or key sites
- 3 Users can be educated at appropriate pace to adopt cultural change
- 4 Consolidation of services can reduce cost & complexity

## Get in touch

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## About Cloud Gateway

Cloud Gateway is an innovative UK-based startup founded in early 2017. It is pioneering the Agile Network and has developed an award-winning hybrid cloud PaaS solution that provides businesses with both the mechanism and resource support to adopt, develop and operate cloud, hybrid cloud and multicloud environments. Cloud Gateway isn't just a disruptive technology, it is disrupting the entire IT industry.

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