

# Accelerate mergers and acquisitions with HPE Aruba Networking SSE

Speed up, simplify, and secure IT integration for your next mergers and acquisitions project

**HPE**   
**GreenLake**





## The surge in mergers and acquisitions

Mergers and acquisitions (M&A) aren't new. For years, businesses have engaged in M&A activity to expand their market share, diversify their product lines, achieve economies of scale, or consolidate and streamline operations.

In 2023, nearly 40,000 M&As were completed globally.<sup>1</sup> This number will continue to increase due to increased globalization, technological advancements, private equity, and macroeconomic conditions.

While M&As require planning, budgeting, and implementing, you can ensure your M&A doesn't slow you down by integrating IT securely and quickly with a security service edge (SSE) platform.

## Simplifying M&As is a must

When an organization acquires another company, network and security teams can sometimes be the last to know. Company executives often demand quick changes, requiring teams to scramble to connect and secure disparate networks. Network and security teams must deal with overlapping IPs, firewalls, Multiprotocol Label Switching (MPLS), identity services, and other network security solutions. Implementing changes and getting the business running on unified systems while avoiding security risks can take up to a year or longer.

IT must do everything possible to seamlessly enable business-critical services and resources—while integrating systems and networks and standardizing security practices across entities.

**\$2.5 trillion**  
dollars was spent on M&A deals  
in 2023.<sup>2</sup>



**70%**  
of technology integrations fail in  
the beginning, not in the end.<sup>3</sup>



**Money is at stake:** More than **50%**  
of business synergies are technology-enabled.<sup>4</sup>

<sup>1</sup> "Volume of M&A deals globally 1985–2024," Statista, June 3, 2024

<sup>2</sup> "Mergers and acquisitions (M&As) worldwide—statistics & facts," Statista, September 2024

<sup>3, 4</sup> "Technology Merger Integration," Bain & Company





## M&A challenges for IT

M&As present a significant opportunity for IT to deliver substantial value. However, the success rate of M&A integrations or even divestiture separations remain limited due to several technical challenges:

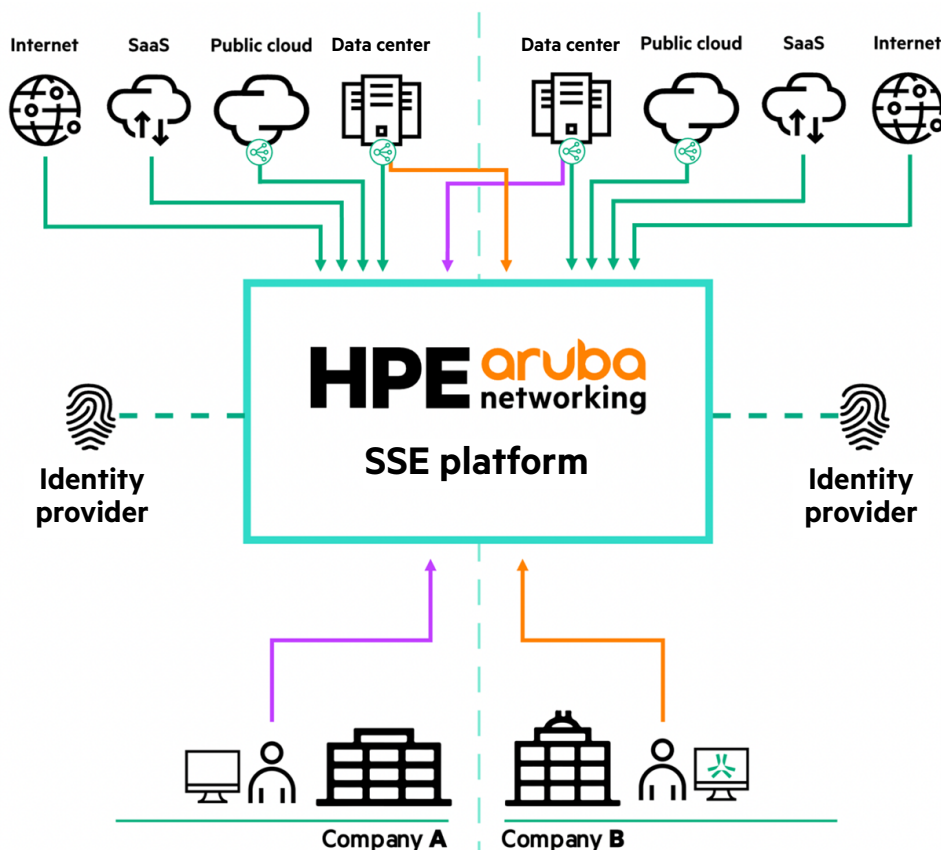
- **Time to value:** Achieving a swift return on investment is crucial. This involves completing due diligence, integration planning, and achieving day 1 change of control within an ambitious time frame of less than 18 months. Delays erode the anticipated benefits and impact overall success.
  - **IT opportunity:** Streamline and accelerate IT integration for faster, more impactful business results.
- **Inherited risk:** Upon acquisition, the acquiring company inherits all existing cyber threats and vulnerabilities of the target company. Addressing these risks promptly and effectively, along with ensuring compliance with regulatory requirements, is essential to safeguard the combined entity.
  - **IT opportunity:** Minimize inherited risks and standardize security across entities.
- **Existing priorities and retaining talent:** The integration process frequently diverts top talent from ongoing business-critical initiatives. This shift in focus can negatively impact the business, including cloud migration, analytics, and operational improvements.
  - **IT opportunity:** Sustain current priorities with less required resources for M&A integration.
- **Legacy technology and complexity:** Legacy M&A integration practices, coupled with the technical complexity of merging disparate systems and data, result in unnecessary complexity and long migration timelines. Leveraging modern methodologies and tools can enhance the efficiency and effectiveness of the integration process.
  - **IT opportunity:** Enhance integration efficiency with modern technologies and streamlined approaches.



## Simplify, accelerate, and secure M&A integrations with SSE

Just like the right fit matters for a merger or acquisition, so does the technology used for integration. HPE Aruba Networking SSE helps organizations simplify, accelerate, and secure their M&A projects, specifically with our zero trust network access (ZTNA) technology. HPE Aruba Networking ZTNA service helps security and networking teams help eliminate the complexity of network integrations, overlapping IPs, and multiple identity systems and allows end users to easily and securely access business applications and resources from either organization.

Figure 1 illustrates HPE Aruba Networking SSE simplified M&A integration based on zero trust policies.



**Figure 1.** How HPE Aruba Networking SSE provides access during a merger or acquisition

### How SSE works for your M&A projects

**Step 1:** Connect company A users to the HPE Aruba Networking SSE cloud through agent or agentless access.

**Step 2:** Deploy lightweight HPE Aruba Networking SSE connectors in company B's application environment. The HPE Aruba Networking SSE connector can be hosted in all private app environments including data center, public cloud, or private cloud.

**Step 3:** Connect identity and access management systems from both organizations, or leverage the free native IDP within the HPE Aruba Networking SSE platform.

**Step 4:** Define zero trust access policies within the centralized SSE dashboard. You can define access as granular as the individual applications and users.

End users across both organizations can now access the resources you defined only. Users can access authorized resources while remaining off the network. This helps eliminate any complex network integration. Systems can remain independent indefinitely until you choose to consolidate them.



## HPE Aruba Networking SSE benefits for M&As

As M&As continue to increase, it's crucial to recognize the transformative role that SSE plays in accelerating IT integration during M&A implementation. Achieving the right balance of speed, security, and team coordination is essential for a successful transition.

### Standardize enterprise security

Minimize the risk of data breaches during M&A activities by implementing a zero trust access model. By standardizing security protocols across all entities involved, organizations can help ensure that sensitive information remains protected. This approach not only fortifies defenses but also fosters a culture of security awareness among employees.

### Onboarding in minutes

In the fast-paced world of M&As, time is critical. HPE Aruba Networking SSE enables organizations to grant new users immediate access to critical applications—such as HR, payroll, and benefits—within minutes. This rapid onboarding process helps ensure that teams can maintain productivity and focus on integration efforts without unnecessary delays.

### Integration made easy

Navigating the complexities of integrating disparate networks, resolving overlapping IPs, and evaluating redundant solutions can be daunting. HPE Aruba Networking SSE simplifies this process by helping eliminate the need to combine networks, manage multiple IDPs, and make decisions about hardware compatibility. By providing a unified security framework, HPE Aruba Networking SSE allows organizations to streamline their operations and focus on what truly matters: successful integration.

### Protect your organization

Enhanced visibility into user activities is another significant advantage of HPE Aruba Networking SSE. Organizations can monitor access patterns and identify potential vulnerabilities in real time. This level of oversight empowers teams to take proactive measures to protect sensitive data from unauthorized access or leaks, helping ensure compliance with regulatory standards and safeguarding the organization.

Incorporating HPE Aruba Networking SSE into your M&A strategy helps ensure you can navigate the complexities of M&As with confidence and agility.

Get started today by taking HPE Aruba Networking SSE for a [free 24 hour test drive](#) or meeting with an [SSE expert](#).

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