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HUMAN
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Cybersecurity Due Diligence for M&A: What You Don't Know CAN Hurt You!



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Why Conduct Cybersecurity Due Diligence?

- ❑ Determine the risk of adverse impact to the deal, IP, brand and on-going operations/growth prospects
- ❑ Reduce the likelihood of future legal liability for past incidents
- ❑ Identify product security vulnerabilities
- ❑ Understand security remediation efforts/costs
- ❑ Prepare for security integration

Know the Risks

- Identify the assets
- Evaluate the current threat landscape
- Assess the security program
- Review prior cyber events and corrective actions

Cyber Assessment Areas

- Cybersecurity program, policies and team
- Security controls for protection and detection
- Third party security risk management
- Regulated and sensitive data controls
- Data privacy program
- Security and privacy controls in products and services
- Past cyber events and after actions

Approach

Conduct Preliminary Research



- Internet search
- Security ratings

Determine Information Required



- Request reports of certifications, assessments, audits, penetration tests, and maturity assessments
- Review policies and other security program documentation
- Define testing that will be completed as part of diligence
- Identify any partners required to assist with due diligence

Post Close



Risk may increase as security functions are integrated

- Staffing changes
- New policies, tools, procedures
- Increased connectivity



Remediation of security gaps



Integration of programs and policies

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Are you asking...What did she just say?

...Here's a quick review

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Cybersecurity is of growing importance to M&A due diligence

- Understand the risks being acquired
- Identify and manage risks to the deal
- Estimate remediation costs
- Plan for security integration

Develop your cyber diligence plan

- List the information you will require
- Determine how you will obtain the information
- Outline testing to be completed
- Identify partners required to complete the due diligence

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So, how do you get started?

...Here's the plan

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Meet with your company's team who initiate M&A activity

- Outline the possible cybersecurity risks and impacts
- Recommend adding cybersecurity to the due diligence process
- Understand the process and typical timing requirements

Develop your cyber diligence playbook

- List the information you will require
- Determine how you will obtain the information
- Testing to be completed
- Identify/engage partners required to assist with your due diligence

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We've come to the end.

...So, what's on your mind?