How Citrix cuts months off M&A time to value

A companion to The CIO's M&A Playbook: Accelerating Value and De-risking Integration

Table of contents

Introduction

Mergers and Acquisitions (M&A) are high-stakes operations where IT can make or break a deal. CIOs are expected to provide secure access to sensitive data, ensure smooth collaboration, and maintain employee productivity. Delays in any of the M&A stages can slow down the deal by months, inflate risk premiums, and undermine its strategic outcomes.

This e-book explains how Citrix turns IT from a bottleneck into a deal accelerator. From enabling secure virtual workspaces and real-time system insights to accelerating post-merger productivity and streamlining divestitures, Citrix helps you make better informed decisions and realize time to value faster.

Strategy and target identification

Strategy and target identification establishes the deal thesis, objectives, and targets aligned with long-term goals. **During strategy and target identification, Citrix can speed the process up to 8%.**

How we arrived at an estimated 8% acceleration in this stage

During this stage, the CIO must grant external consultants, investment bankers, and the internal strategy team access to sensitive data such as growth plans, R&D blueprints, and proprietary databases for analysis.

Setting up this secure access typically requires 1–2 weeks for security reviews and onboarding, and perhaps an additional 1–2 weeks in the case of bilateral screenings. Citrix enables instant, secure virtual workspaces for internal collaboration to take place and allows a buyer to securely review a target's confidential documents before signing a Letter of Intent (LOI). All of which speeds the process to formal due diligence.

Citrix's impact on time savings in the initial stage may be small, saving 1–2 weeks from the 3–12 months strategy and target identification timeline, but it enables the organization to be "acquisition-ready" for future stages.

1-4 weeks can be saved during strategy and target identification

Due diligence

During due diligence (DD), CIOs must provide secure, auditable access to confidential data for external parties and discover the technical health of the target. **Citrix can accelerate DD by 30–50%.**

How we arrived at an estimated 30–50% acceleration of this stage

This stage typically takes 6–12 weeks as the DD team manually collects data from spreadsheets and reports, relying on security questionnaires and interviews in the hopes of spotting red flags. Citrix uberAgent collects real-time and historical insight into IT system performance and configuration, enabling buyers to instantly assess security status, spot integration risks, and quantify associated costs through a unified dashboard.

Additionally, by centralizing access to applications and data, the buyer's team would no longer need to be given direct network access or manage secure endpoints. Instead, they would access a secure, isolated, and highly controlled virtual session drastically saving time onboarding/offboarding external team members and simplifying the overall audit process. While Citrix App and Desktop Virtualization secures and simplifies data delivery, Citrix uberAgent quickly provides the information assurance needed for a swift due diligence process.

Using Citrix App and Desktop Virtualization for application delivery and Citrix uberAgent for endpoint analysis can save up to 4 weeks off the typical 6–12 weeks DD timeline, primarily by accelerating the technical IT DD stage.

Endpoint analysis and centralized app delivery save 3-4 weeks of due diligence

Valuation and negotiation

During M&A negotiations, CIOs must turn technical findings into defensible cost models. **Citrix can speed valuation and negotiation by up to 30%.**

How we arrived at an estimated 30% acceleration of this stage

Without concrete data about the target's entire IT environment, the buyer's IT team can only make educated guesses about the target's true technical health, usually assuming the worst. Inaccurate or incomplete due diligence data can lead to unrealistic synergy estimates that jeopardize valuation accuracy. This prompts the buyer to add a risk premium to the valuation model to cover these unknown problems, which kicks off extended back-and-forth arguments.

With Citrix uberAgent's concrete IT data collected during DD, risk assessments become evidence-based rather than speculative, allowing buyers to quantify costs accurately and resolve IT-related negotiations in days instead of months—eliminating a major delay in finalizing the purchase agreement.

Using the solid intelligence gathered by Citrix uberAgent, a company could reasonably save up to 4 months on a typical 6–12 months valuation and negotiation timeline.

By using solid intelligence Citrix accelerates valuation and negotiation by 25-30%

Post-merger integration

The post-merger integration (PMI) stage is where the theoretical value of a deal meets the messy reality of execution. Citrix delivers the **greatest total time savings in post-merger Integration, 33–50%**.

How we arrived at an estimated 33–50% acceleration of this stage

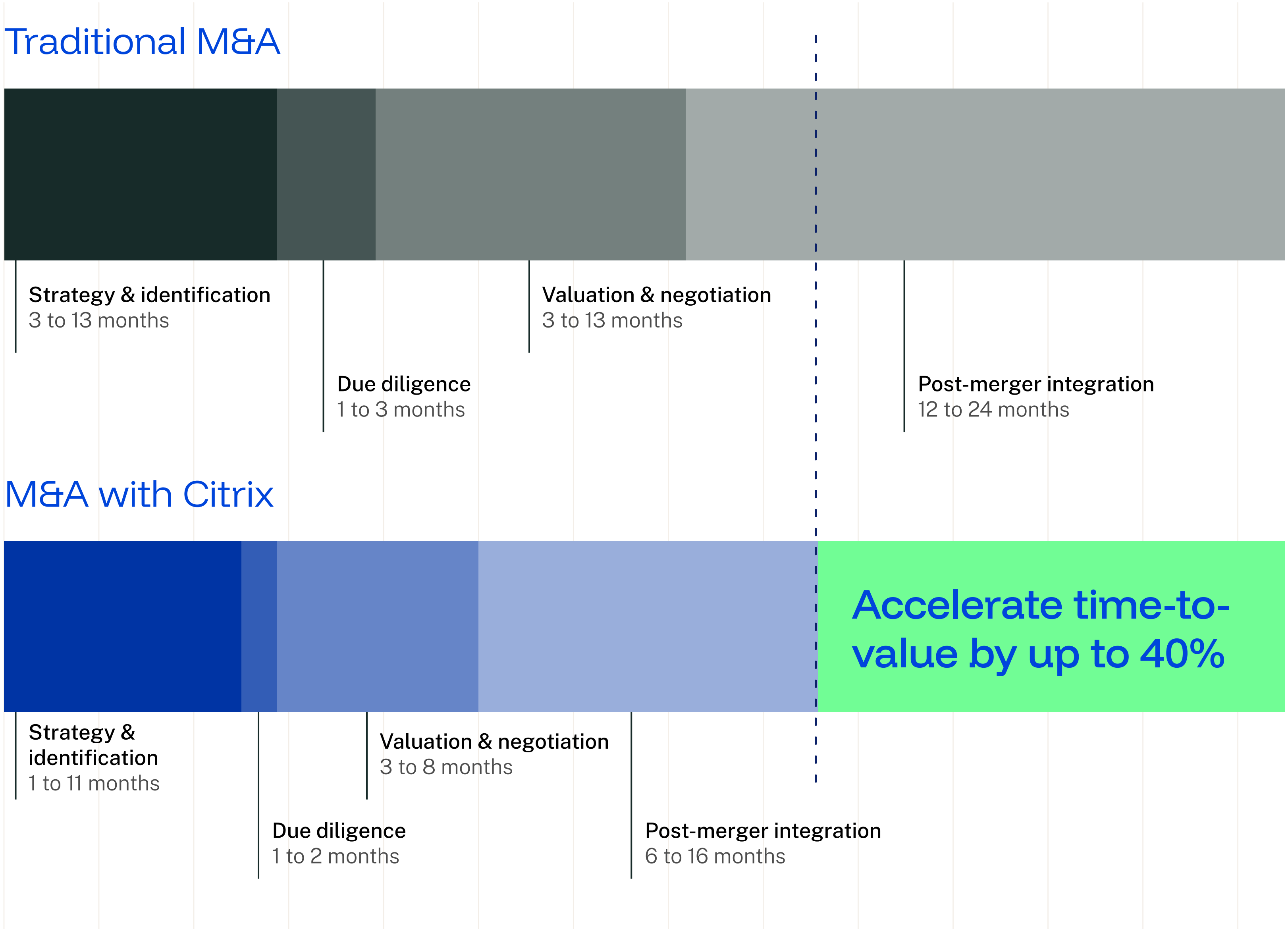
According to McKinsey, 70% of M&A transactions fail primarily due to poor post-merger integration. Fragmented and complex IT environments result in slow onboarding, application sprawl, and poor performance all hindering productivity.

PMI can take 12–24 months to be completed. This stage is typically long and complex because it requires getting employees from the acquired company to securely access the acquiring company's apps, data, emails and vice-versa.

Citrix fundamentally decouples user access from the underlying physical hardware and network, achieving a unified and productive workforce almost immediately. Shortening the user and integration bottleneck by 6–8 months.

The post-merger integration timeline can be slashed by 6-8 months

Timeline: From strategy & identification to post-merger Integration



Divestitures and carve-outs

Unlike M&As, divestitures and carve outs deal with the separation of integrated business units. **Citrix can speed up divestitures and Transitional Services Agreements (TSA) by 45–60%.**

How we arrived at an estimated 45–60% acceleration of this stage

The complex process of divestitures and carve-outs typically takes 3–6 months to create the new entity and then exit TSAs.

Divestiture: Separating IT systems, ensuring compliance, and securely providing access to the new entity can take 2–3 months. A pre-deployed Citrix environment enables fast standalone operations through its rapid virtual workspace provisioning, simplified access control, and secure data migration—shortening the divestiture by 1–2 months.

TSA: By standardizing and virtualizing assets, IT bypasses lengthy on-premises infrastructure migrations and legacy system disentanglement, speeding up the complete separation of IT infrastructures—the main cause of TSA extensions. Parent organizations can exit their TSAs in less than 1–2 months instead of being tied into supporting the new entity for a common 2–3+ months.

By streamlining the most time-consuming IT divestiture tasks, Citrix saves 2-4 months off a typical 3–6 months divestiture timeline.

Citrix accelerates a typical divestiture timeline by 45-60%

Becoming acquisition ready

In the complex world of M&A, IT is no longer a back-office function—with Citrix it becomes a strategic deal accelerator. From strategy and target identification to post-merger integration and divestitures, the speed, accuracy, and security of IT operations directly impact deal value, execution timelines, and employee productivity.

By leveraging Citrix, CIOs can:

- Ensure your company is acquisition-ready
- Enable evidence-based negotiations
- Achieve immediate workforce productivity
- Streamline divestitures and carve-outs

CIOs who proactively embrace secure, virtualized, and data-driven IT strategies as early as the target selection stage make the most successful acquirers. Leverage Citrix today to eliminate IT bottlenecks, reduce risk, and accelerate M&A time to value.

For more details including how Citrix also reduces M&A costs and risk, download our whitepaper [The CIO's M&A Playbook: Accelerating Value and De-risking Integration]

Sources

1. https://www.oneadvanced.com/resources/how-long-does-the-ma-process-take/
2. https://blogs.vorecol.com/blog-comparative-analysis-of-ma-software-solutions-features-pricing-and-user-experience-163690
3. https://www.confie.com/insights/how-long-does-an-acquisition-take/
4. https://www.mckinsey.com/~/media/McKinsey/Business%20Functions/Organization/Our%20Insights/Merger%20Manager%20Compendium/A%20McKinsey%20perspective%20on%20creating%20transformation%20value%20and%20mergers.pdf
5. https://imaa-institute.org/forums/topic/optimal-duration-for-post-merger-integration/#:~:text=Ultimately%20it%20depends%20on%20the,length%20of%20the%20integration%20period
6. https://mergenomics.com/why-70-of-ma-deals-fail-and-how-to-avoid-it/
7. https://www.alvarezandmarsal.com/insights/executing-carve-outs-without-it-tsas-strategic-approach
8. https://mkto.deloitte.com/rs/712-CNF-326/images/deloitte-global-divestiture-survey-2024.pdf?version=0

Enterprise Sales
North America | 800-424-8749
Worldwide | +1 408-790-8000

Headquarters
851 Cypress Creek Road, Fort Lauderdale, FL 33309, United States