

Accelerating M&A value and de-risking integration



80%

of value-losing merger and acquisition (M&A) deals lack a technology integration plan at signing

[Kearney.com](https://www.kenyon.com)

It's time for CIOs to become strategic M&A enablers rather than post-deal fixers. Citrix reduces time to M&A value by up to

40%

and empowers IT to drive smarter and more secure outcomes at every M&A stage.

[Citrix](https://www.citrix.com)

Stage 01

Strategy & target identification



Challenge

Slow, unsecured collaboration delays planning

Citrix advantage

Centralize apps and desktops with [Citrix DaaS/CVAD](#)
Enable secure, shared workspaces for pre-deal strategy

Impact

Up to 8% faster strategic, data-driven assessments
"Acquisition-ready" infrastructure from the start

Stage 02

Due diligence

Challenge

Risky external data sharing and limited target IT visibility

Citrix advantage

[Citrix Secure Access with Chrome Enterprise](#) for safe data rooms
[Citrix uberAgent](#) reveals real-world target IT health and hidden risks

Impact

30-50% faster due diligence with secure deal rooms and observability tools

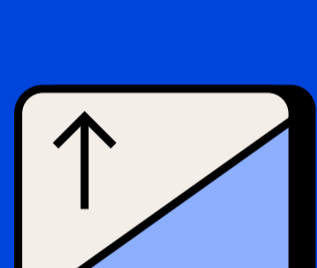
Stage 03

Valuation & negotiation



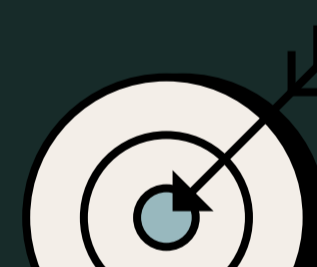
Challenge

Inaccurate synergy estimates and overvaluation



Citrix advantage

Data from [Citrix uberAgent](#) quantifies IT risk assessments and costs
Enables fact-based valuation, reducing back and forth negotiation



Impact

Up to 30% faster valuation negotiation
Realistic valuation

Stage 04

Post-merger integration

Challenge

Fragmented systems = onboarding delays and poor performance

Citrix advantage

Unified portal via [Citrix DaaS/CVAD](#)
Repurpose endpoints with [Citrix Unicon](#)
Optimize UX with [Citrix uberAgent](#)

Impact

Up to 50% faster Day 1 onboarding process
Reduced CapEx
Increased productivity

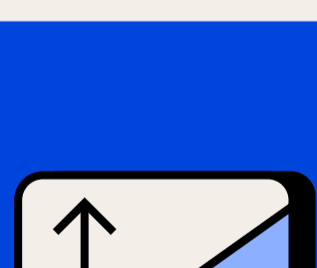
Stage 05

Valuation realization & optimization



Challenge

Legacy application bloat, cloud overspend, and endpoint expense



Citrix advantage

[Citrix uberAgent](#) uncovers consolidation and optimization opportunities
[Citrix Unicon](#) extends hardware lifecycles



Impact

Further reduction in CapEx plus decreased OpEx
Improved user experience with increased productivity

Divestitures & carve-outs

Challenge

"Spaghetti" IT architecture introduces risk and delays divestiture Day 1

Citrix advantage

Pre-deployed Citrix platform accelerates separation
Enables fast Day 1 go-live and TSA retirement

Impact

45-60% faster divestitures and carve-outs

Accelerate M&A value. De-risk integration. Empower IT.