citrix.

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

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



Stage 01
Strategy & target identification

Challenge
Slow, unsecured collaboration delays planning

Citrix advantage
Centralize apps and desktops with Citrix DaaS/CVAD

Enable secure and resilient 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

Tailor performance, security, and experience by role with Citrix Platform Flex

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

Citrix Platform Flex allows IT to continuously optimize cost, performance, and resilience

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.

citrix.
Secure the Work.

Learn more at
citrix.com/solutions/mergers-acquisitions.html

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