

How Oomnitza Can Improve Mergers & Acquisitions

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Introduction and Context

When undertaking a merger or acquisition (M&A), a key part of due diligence is evaluating the IT infrastructure and systems of the target organization. This is critical for identifying any technology, security or compliance risk. Evaluating IT also can help a potential acquirer better understand technology spending requirements and technology consumption patterns, helping create more accurate financial projections of costs and saving opportunities. This is critical because every company is effectively a technology and software company. Performing due diligence has grown more complex as the diversity and number of assets under management by IT teams has grown exponentially.

Oomnitza can streamline due diligence processes and automate asset data collection from multiple siloed technology systems, as well as reconcile the data into a single source of trusted information, providing a unified resource of IT asset information available for due diligence collaboration by M&A teams. Oomnitza can also provide a baseline assessment of the asset-level security posture of an organization. This can illuminate hidden security and compliance risks that may be invisible to potential acquirers. Lastly, Oomnitza can also identify potential software license violations which might have serious financial ramifications for acquirers.

Value Oomnitza brings to an M&A process



Use Cases: Leveraging Oomnitza for Better Due Diligence

A key component of Oomnitza is comprehensive Enterprise Technology Management (ETM). Most IT organizations have multiple sub-categories of ITAMs such as CMDBs, SAMs, and MDMs. Each system has its own discovery agent. Some rely on manual recording. Oomnitza automates discovery by leveraging existing discovery agents in other

platforms to create a comprehensive single agentless discovery process. This allows for the rapid, automated, and seamless integration of data from multiple manual subsystems into a single holistic perspective, which becomes an organization’s asset database of record. The benefits of this architecture include:

Benefits of Oomnitza's Enterprise Technology Management architecture

NO NEED TO INSTALL, run and troubleshoot additional agents across all assets

NO NEED FOR MANUAL asset reconciliation or counting

ABILITY TO ADD ADDITIONAL DATA sources to ETM automated discovery via Oomnitza's Python-based connector tool

A SINGLE POINT of integration maintained by Oomnitza should agent outputs or APIs change and break previous integrations or data models

ON THE FLY UPDATES to important IT asset attributes in real time as changes happen during the deal cycle

ABILITY TO CONNECT ETM outputs easily into other tools incl. financial packages, security auditing tools, and data visualization packages such as Tableau or Looker

M&A teams can deploy Oomnitza and obtain a full discovery report in less than an hour. If the target organization is already using Oomnitza, then the M&A team can extract long-term IT asset and licensing data to create consumption, usage and procurement reports. This may be particularly interesting to private equity buyers which typically look to reduce costs and rationalize all spending as part of initial and high-leverage operational improvement campaigns.

Use Case #1

IT Security and Compliance Assessment

Autodiscovery allows deal teams to quickly survey and visualize the entire IT asset state, evaluate security, and validate compliance with key standards such as SOC-2 and ISO 27001. By tapping into existing ETM capabilities and aggregating the information, Oomnitza can quickly ascertain key cybersecurity metrics such as:

Oomnitza continuously calculates

Percentage of assets that are currently **UPDATED** and **PATCHED**

Percentage of endpoint assets covered by EDRs and other **END-POINT PROTECTIONS**

Percentage of assets that are **PROPERLY ENCRYPTED**

Number of assets that are **MISSING** or **UNACCOUNTED FOR**

Breakdown of IT assets **IN USE** by OS, device type, and location

Use Case #2

Software and SaaS Licence Audits

One of the largest hidden risks facing acquiring companies is submerged license violations. Larger software vendors are known to target recently acquired companies for license audits and penalties for violations. Keeping track of license status and use has grown more complicated in the realm of SaaS, when multiple individuals share the same log-in credentials for SaaS and may use online services outside of authentication services such as Okta and Google Auth.

By pulling in license data and comparing it to usage data, Oomnitza can:

- Accurately count number of licenses or instances of a SaaS in use
- Identify instances where unauthorized users are violating licenses
- Visualize license compliance status
- Prevent multi-million dollar “speeding tickets” from large software vendors
- Identify major risks for license violation exposure

Use Case #3

IT Asset Consumption and Spending Analysis

IT asset spend varies widely by industry. Estimates for spending as a percentage of revenues range from roughly 7-8% for financial services and technology companies to around 1.7% for construction and infrastructure companies.

For service industries in particular, IT spend and IT consumption represents a large line item on annual budgets and a key element of any cost rationalization and optimization campaign. With Oomnitza as part of a due diligence process, finance teams analyzing deal prospects can:

Oomnitza ETM enables you to:

BUILD ROBUST MODELS
of IT spend based on actual assets rather than balance sheet entries

QUICKLY ASCERTAIN
what percentage of assets are near EOL and will have to be replaced

CREATE A BREAKDOWN
of spending patterns on IT per unit and per spend type (hardware, software, SaaS, cloud)

EXPORT IT ASSET DATA
to enable visualization and analysis of IT spend using their preferred modeling tools such as Tableau, Looker and Anaplan

Building a Business Case for Oomnitza for M&A

Demonstrating the value of deploying Oomnitza for M&A activities is a matter of showing costs and benefits. Like any other cost/benefit exercise you must evaluate the cost of Oomnitza versus the benefits in cost savings and efficiencies. A partial list of benefits might include:

- Reduced time completing IT infrastructure and asset due diligence Identification of IT security risks and non-compliance issues
- Automated normalization and reconciliation of IT assets across silos
- More comprehensive view of of IT estate
- Ability to automate (and to repeat) IT due diligence
- Comprehensive view of compliance and security risks
- Easy export of IT asset data into data analysis and visualization tools like Tableau, Looker and Google BigQuery or BigTable
- Improved forecasting and visibility into future IT requirements
- More accurate cost and resource data of IT assets
- Clear identification of software and SaaS license risks

Secondary benefits to M&A process teams derived from Oomnitza may also be significant. Secondary benefits might include the following:

Secondary benefits to M&A process teams

ACCURATE

calculations of IT asset utilization rates

MORE ACCURATE

forecasts of upcoming required IT asset spend

ABILITY TO IDENTIFY

excess licenses and other hidden opportunities to unlock efficiencies

ASSESSMENT of cost

of mitigation IT security risks and improving security stance

ENABLE BETTER

IT architectural visibility and integration / consolidation

Compare these benefits to the known past costs and inconveniences of running a more manual IT asset assessment analysis process. If the comparison indicates significant value add through deploying Oomnitza, you may still need to append specific metrics to your business case—such as hours saved, improved accuracy and cost savings from identifying opportunities for consolidation.

Ultimately, as well, the most important benefit is—the peace of mind that you know all the major risks present in the company you are about to purchase or merge with and are prepared for those risks.



Oomnitza is the first Enterprise Technology Management solution that provides a single source of truth for endpoints, applications, cloud, networking, and accessories. Our customers can orchestrate lifecycle processes, from purchase to end-of-life, across all IT assets, ensuring their technology is secure, compliant, and optimized, enabling their employees. Oomnitza is headquartered in San Francisco, CA. For more information, visit www.oomnitza.com.