

# Securing Deal Velocity for Healthcare M&A/D

Zscaler's comprehensive pure-cloud platform securely connects everything, simplifies the user experience, and lowers the operational burden while preventing cyber threats.

## Challenges for M&A/D in healthcare

The perfect storm of private equity dry powder with the promise of higher returns on invested equity capital has sparked an unprecedented level of mergers, acquisitions, and divestitures within healthcare. The pandemic has added fuel by accelerating the need for business and operation efficiencies along with technology innovation.

With a strong supply of quality companies in a largely recession-proof industry, healthcare management and IT teams have hard decisions to make. For instance, which should they prioritize, business risk or value-creation speed? The frictions play out like this:

- **Business models shift pressure to technical methodologies.** Moving from fee-for-service to value-based care heightened demand for time-to-value and the economics of application and data access. Current legacy integration technologies fail to meet speed and security needs.
- **Competing priorities delay value realization.** Data related to doctors, clinical operations, and patients are in perpetual motion. Connecting and securing the data flow quickly, accurately, and safely is critical to M&A value. Decision points for speed vs. security often paralyze integration teams trying to navigate what higher levels of risk they can accept and where they need to actively mitigate, adding significant delay to post-acquisition value capture.
- **Elevated post-announcement cybersecurity and data vulnerability threats.** Knowing that legacy integrations are not very secure or well monitored, bad actors are very active during the post-announcement transaction period trying to capitalize on the higher levels of accepted risk. Especially in healthcare, maintaining the sanctity of regulated data and processes is paramount to remain compliant and out of the cyber breach news cycle.

Legacy methods of integration counter the speed vs. security challenge with months of upfront planning and logistics. This leads to a conservative integration timeline that ultimately hampers the transaction's competitiveness. Worse yet, these methods can incur unpredictable costs, high levels of business risk, non-strategic one-off solutions, and pull mission-critical staff from other work.

## The Zscaler Zero Trust Exchange securely accelerates M&A/D

The core of the Zscaler platform is the Zero Trust Exchange, which enables businesses to securely accelerate their digital transformation. The Exchange expands business environments to securely work from anywhere and maintain a comprehensive security standard. It allows for the decoupling of security from network complexities and enables business flexibility.

## M&A integrations run safer and faster with help from Zscaler

Delivered in a SaaS cloud platform, Zscaler securely connects users, systems, and applications both in-cloud or on-prem without technical complexity or higher risk levels. The platform delivers instant access and assures uptime while protecting critical assets from cyber threats. Zscaler's SaaS model is a highly scalable, safe, and transparent integration sandbox that can be reused time and again.

## Realize time to value in weeks vs. months to quarters

Zscaler simplifies the integration process by streamlining application access across the environment. Businesses leveraging Zscaler can integrate as much or as little as they need to start value capture earlier. They are fully operational in days as there is no CapEx to consider or deploy.

## Mitigate and control risks without compromising business objectives

Zscaler actively protects the enterprise from known and evolving cyber and insider threats with a simple-to-operate, scalable cloud platform. Because all traffic runs through the platform, Zscaler shifts the focus from protecting perimeters to protecting traffic. Zscaler provides deep visibility and auditability as the single access control plane to support regulatory compliance while identifying and mitigating all network-born cyber threats.

## Increase business agility and flexibility

Zscaler eliminates many time-consuming technical integration complexities and transaction challenges for a highly repeatable process. The ability to discreetly pick and choose which systems to integrate or separate improves speed and agility, empowering higher M&A/D transaction volume and velocity to gain a competitive advantage.

## Zscaler is the modern way to integrate

Providing healthcare requires secure, seamless access to systems to soundly operate. The immediate ability to access applications and share data from anywhere, seamlessly, is a compelling differentiator Zscaler brings into healthcare M&A. Zscaler's simplicity gets integrations done in far less time, and does so with little user disruption. The advantage allows providers to move rapidly to value-capture and increase the volume of inorganic transactions. Contact us for a [demo](#) today.

### How Zscaler simplifies M&A complexities

#### SIMPLIFY NETWORK TRANSFORMATIONS

The Exchange is a modern and simplified direct-to-cloud approach that removes most difficulties associated with network integrations, hardware, and IP address space. It provides a single control plane for any hosting strategy—hybrid, multi-cloud, multi-tenant, multi-VPC—and allows direct application access.

#### TRANSFORM AND MODERNIZE SECURITY

Zscaler's Zero Trust model provides a secure and direct connection that reduces potential vulnerabilities for stored and moving data and applies to almost any type of security threat. Threats can be significantly limited in their ability to move laterally. The platform's scalability reacts to new, evolving threats in near real-time.

#### ENABLE THE MODERN AND MOBILE WORKFORCE

Today's workforces are mobile, decoupled from physical spaces. The Exchange supports this with policy-based access to users wherever they are in the world without tunneling them into networks. Deep visibility allows a shift-left proactive resolution strategy. The Exchange scales to meet new user demands, wherever or however they access the internet without intervention.

### About Zscaler

Zscaler (NASDAQ: ZS) accelerates digital transformation so that customers can be more agile, efficient, resilient, and secure. The Zscaler Zero Trust Exchange protects thousands of customers from cyberattacks and data loss by securely connecting users, devices, and applications in any location. Distributed across more than 150 data centers globally, the SASE-based Zero Trust Exchange is the world's largest inline cloud security platform. Learn more at [zscaler.com](https://www.zscaler.com) or follow us on Twitter [@zscaler](https://twitter.com/zscaler).

