

# Establishing Frictionless M&As for Pharmaceutical Companies with Zscaler

## Mergers and Acquisitions with Zscaler:

Mergers and Acquisitions (M&As) are vital in the pharmaceutical industry, empowering companies to diversify R&D portfolios, harness cutting-edge technologies, and maintain a competitive edge in an increasingly complex and regulated environment. Success lies not just in choosing the right deals, but in mastering the “impossible trinity” of M&As: Controlling costs, accelerating integration timelines, and minimizing cyber risks—key drivers of innovation and market leadership in the pharma industry.

This is where Zscaler M&A Integration makes the difference. Zscaler offers a modern approach to M&As, underpinned by our cloud-based zero trust platform. Discover how we support Pharma leaders like you optimize the three essential metrics of an M&A integration program: cost, duration, and risk – the holy trinity of success.

## Our Key M&A Factors for Pharma

We have accompanied more than 800 enterprises in their individual merger, acquisition and spin-off journeys. Pulling from this experience, these are the fundamental success factors for M&As:



**Security from Day 1:** To lead in pharma, you need leading security. Organizations are at 300–400% greater risk of breaches and compromise when in the midst of M&A transactions. Quickly identify, analyze, and mitigate cyberthreats before they happen and reduce business risk by 85%.



**Cut Costs:** Reduce IT costs by up to 50% for both IT run and project standup by eliminating point products like VPN and reducing operational complexity.



**Fast Integration Timeline:** Achieving a rapid time-to-value post-merger is crucial. Quick collaboration between your R&D departments leads to faster results, increased revenue, and an enhanced user experience. Leverage the combined strengths and capabilities from D1 and reduce time to value by up to 90%.



**Reducing Employee Turnover:** According to EY, 47% of employees from acquired organizations leave within a year, and up to 75% over three years. Zscaler establishes cross-organization connectivity in days, not weeks or months, and accurately identifies access needs across both organizations, thus enhancing user experience during PMI programs.



**Full control after day 1:** An effective and frictionless operation after change of control enables the Merger’s ability to grow fast.



**Regulatory Compliance:** Ensure a seamless integration while maintaining compliance with health and safety standards, and managing complex regulations such as HIPAA, GDPR, and NIS-2 across different regions.



**Reduce average IT TSA period by months:** With Zscaler, you need less technology under TSA, reducing dependencies between you and the SelCo, freeing up capacities after D1.



**No legacy burdens:** Our cloud-based zero trust architecture, along with industry leading AI and automation capabilities make Zscaler the preferred solution for companies that strive for excellence in IT and business enablement.



## Zscaler & Takeda

Over the past years, we have supported +800 customers in their M&A and spin-off journey. No matter how large or complex an organization is, we will find an approach that fits your business, timeline and expectations.

Take Takeda, a global biopharmaceutical leader with over 200 years of history and a presence in approximately 80 countries as an example:

Some years ago, they acquired Shire PLC for over \$62 billion, nearly doubling the size of the company. Takeda was tasked with merging the security infrastructure of the two entities, and to integrate an incongruous patchwork of network hardware technologies and protect an even more widely dispersed user base. The merger led to the creation of a corporate initiative prioritizing four objectives: Secure connectivity, VPN replacement, better user experience and focus on control.

MIKE TOWERS, Chief Digital Trust Officer at Takeda, summarized the key differentiators of Zscaler during the entire M&A transformation process as follows:

- 1. Secure connectivity:** By implementing a zero trust architecture, Zscaler ensured secure access to applications and data for all users, regardless of location, minimizing cyber threats during the integration. Additionally, Zscaler secured access for Takeda's approximately 40,000 third parties, from R&D collaborators to logistics providers.
- 2. No dip in productivity:** Business continuity was a significant benefit of having Zscaler in place during the M&A activities. The transitions were seamless, with no impact on productivity or downtimes, allowing Takeda's employees to maintain their focus on delivering life-saving treatments to patients.
- 3. Improved user experience:** Zscaler's platform provided a seamless user experience by eliminating the need for traditional VPNs, which can be slow and cumbersome. This ensured that employees could work efficiently from any location.
- 4. Enhanced security and compliance:** Zscaler's Zero Trust Exchange™ provided Takeda with robust security measures, ensuring compliance with global regulations and protecting sensitive data across their extensive network.

Through its partnership with Zscaler, Takeda successfully modernized its IT infrastructure and efficiently managed its M&A activities, enabling the company to focus on its mission of bringing better health and a brighter future to people worldwide. Are you ready to take on your own journey with Zscaler?

## Let's talk



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Experience your world, secured.™

### 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://zscaler.com) or follow us on Twitter @zscaler.

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