

Common acquisition scenarios

How does your physical security team respond?



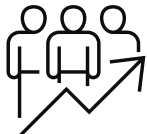
1. We plan to acquire. What can we do to get ready?

- + Start where you are. Sketch out likely pitfalls and start brainstorming resolutions.
- + Plan your budget. Pre-allocate funds for likely (and unlikely) integration activities.
- + Modularize. Make your security program elements easy to translate and apply.



2. Whoa! We just found we're acquiring. What's our plan?

- + Communicate steadily. Stick close to the M&A committee as it forms and plans.
- + Identify SMEs. Take stock of the skills you'll need and have the right people ready to deploy.
- + Assess your current environment. Tighten up any gaps or potential obstacles.



3. We're always acquiring. What can we do better?

- + Adapt as you go. It won't all be perfect up front. Tailor processes to fit a rolling target.
- + Develop messaging. Push consistent communications that reinforce your brand as a team.
- + Commit to timelines. Share realistic schedule goals and expectations every time.



When a company evolves through acquisitional growth, its physical security team needs a thoughtful approach to managing the changes. Read our white paper, [Aligning Roadmaps for Acquisitional Growth](#), to find insights and guidance to help your team when growth happens.