

# Managing the chaos of acquisitions

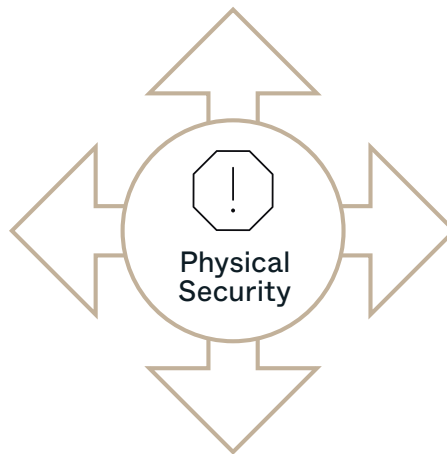
Where to focus your physical security strategy

## Budget & business integration

- + Work with your company's M&A committee to identify and amplify security considerations.
- + Examine and draw insights from the relative security postures of the two companies.
- + Get air cover from corporate policies and executive sponsorship to prepare for pushback on funding requests.

## Technology & infrastructure

- + Survey the whole tech landscape—not just ACS and video but infrastructure as well.
- + Look for opportunities to streamline the newly integrated security technology platform.
- + Have annualized operating cost data ready to share with stakeholders, including worst-case scenarios.



## People & policies

- + Remain sensitive and strategic when considering role changes. Redundancy is a touchy topic.
- + Carefully document teams, roles, duties, and job descriptions at both companies.
- + Don't make assumptions too fast about the final state of operations. Keep an open mind.

## Cultural change

- + Identify the key difference in the two companies' security culture and plan accordingly.
- + Practice transparency and proactive communication throughout the acquisition.
- + Listen to all users, then strategize, implement, and "sell" your unified security message and plan.



Your physical security consultant can provide crucial perspective and advice every step of the way. Read our white paper, [Aligning Roadmaps for Acquisitional Growth](#), to find insights and guidance to help your team when acquisitions happen.