

Acquisition-Ready Infrastructure

Don't let integration slow your M&A momentum

Your acquisition strategy is working - but integration isn't

You've built a successful acquisition machine. The deals close, the announcements generate excitement, but then reality hits: disparate systems won't talk, users can't access critical applications, and what should be "business as usual" becomes a daily crisis.

Your newly acquired teams are frustrated. Your existing staff is overwhelmed. The synergies you promised the board are slipping away while integration costs spiral.

You're not alone - **70-75%¹ of acquisitions fail to deliver expected value.** But you can be different.

Turn integration from liability to competitive advantage

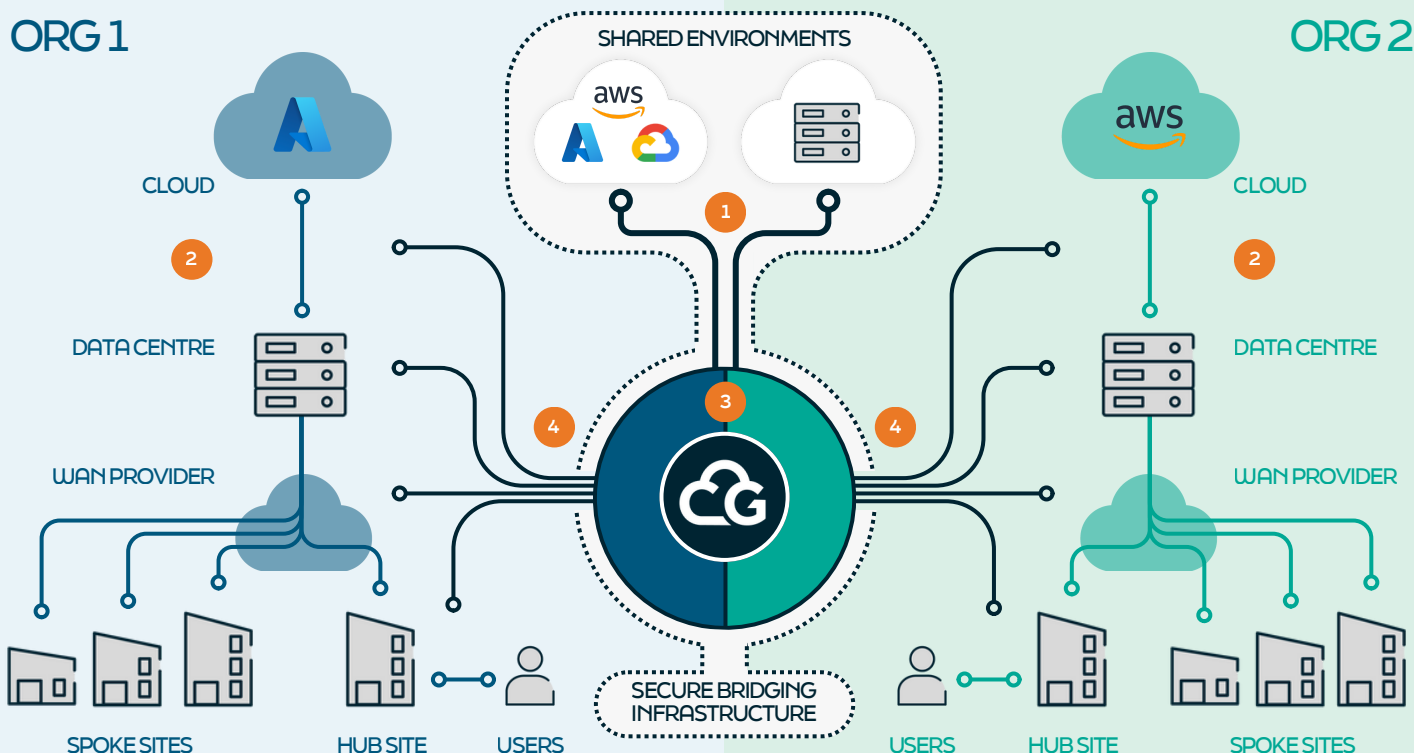
While your competitors struggle for months with each acquisition, you'll be operational in weeks. That's the difference between capturing market opportunity and watching it slip away.

Ready to accelerate your integration timeline and realise acquisition value faster?

How it looks

- 1 Provision of **new shared environments** that can be built from the ground up, ready for transition of workloads and to establish common resources for both organisations
- 2 Allow for **structured movement of services** in a fashion that protects your BAU services whilst you migrate to your optimum end state
- 3 Provision of a **secure connectivity platform** allowing for scalable growth and immediate connectivity, regardless of technology types in either organisation. All data is logged, and the platform has full observability features
- 4 Any connection to any endpoint, **immediately provisioned**

ORG 1



Bridge the gap with Cloud Gateway

We specialise in the exact challenge you're facing: rapidly connecting acquired businesses into your technology ecosystem without disrupting operations. Our bridging infrastructure approach means you don't have to choose between:

- **Ripping and replacing everything** (expensive, disruptive, risky)
- **Living with incompatible systems forever** (inefficient, frustrating, limiting)

Instead, we build intelligent connectivity that:

- **Links organisations** on day one, so teams can collaborate immediately
- **Creates shared cloud access** allowing both entities to leverage combined resources
- **Enables selective integration** so you keep what works and consolidate what doesn't
- **Scales at your acquisition pace** whether you're integrating one company or five simultaneously

Built for serial acquirers across all sectors, including:

Healthcare

Patient data must flow seamlessly. Clinical systems can't go offline. Compliance requirements multiply with each acquisition. We've unified EHR systems, consolidated practice management platforms, and merged telehealth infrastructures - without downtime.

Legal Services

Matter management, document systems, and client portals must merge flawlessly. Time tracking and billing systems need immediate integration. We understand that every hour of system unavailability equals lost billable time and client frustration.

The Cloud Gateway advantage

- **Immediate Relief:** Within days, not months, your teams are working together on unified infrastructure
- **Vendor Harmony:** We navigate the politics when incumbent providers clash, helping you to find solutions that serve your business, not vendor interests
- **Future-Ready Architecture:** Each integration strengthens your platform for the next acquisition, building cumulative advantage rather than technical debt
- **Transparent Progress:** Clear milestones, honest communication, and no surprises - because you have enough complexity without your integration partner adding more

Partnership Approach

Whether you've just closed a deal or have three more in the pipeline, our approach adapts to your timeline:

- **Completed Acquisitions:** We assess current pain points and implement bridging solutions to consolidate recent additions
- **Imminent Deals:** We'll help prepare integration strategies, ready to execute upon closing
- **Future Pipeline:** We build your infrastructure to be "acquisition-ready," reducing integration time for each subsequent deal

Let's connect

Your next acquisition's success may hinge on how quickly and effectively technology systems merge. Let's explore how Cloud Gateway can become your trusted infrastructure partner - ready to deploy when opportunity strikes.

