

runZero for Mergers & Acquisitions (M&As)

## Successful transitions start with complete visibility.

### Unify operations without the worry of unknown risks

Hidden plumbing or wiring issues can turn a dream home into a nightmare. M&As are no different — without a deep dive into the digital landscape, you could inherit serious cybersecurity risks. Overlooked vulnerabilities, like cracks in a foundation, can wreak havoc long after the deal is done.

While M&As unlock new business opportunities, they also expand your attack surface. With tight due diligence timelines, the real question isn't just, "How do we secure this?" — it's, "What exactly are we securing, and what risks are hiding beneath the surface?" Even if other organizations are confident they have accounted for everything, can you fully trust their assessment?

#### That's where runZero comes in.

Think of runZero as your cybersecurity home inspector. Our active scanning, passive discovery, API integrations, and advanced fingerprinting provide a complete, real-time view of internal and external assets — without agents, credentials, or reliance on other teams. We quickly uncover unknown assets and exposures, so you can focus on securing what truly matters.

#### The result?

Full visibility, seamless integrations, and the confidence to move forward — at the speed that M&As demand.

### M&A risks at a glance

#### Hidden threats



**53%** of organizations found unknown devices after fully integrating a new acquisition.

#### Killer connections



**50%** of organizations reported that risky connected devices posed the greatest threat during the transition process.

#### Risky transitions



**80%** of organizations uncovered previously unknown or undisclosed cybersecurity risks during the integration process.

#### Tick tock, tick tock



**64%** of security personnel didn't have enough time to complete due diligence before an acquisition.

#### Deal breakers



**53%** of organizations encountered a critical security issue during due diligence that jeopardized deals.<sup>1</sup>

1. 2022: The Role of Cybersecurity in Mergers and Acquisitions Diligence.

As we were considering alternatives, I ran a couple of tests with another tool we use for assessments. The runZero scan completed in 2 hours, 8 minutes and identified 480 assets. The other scanner took 13 hours, 10 minutes and identified 388.



#### Scott Stevens

Chief Information Security Officer,  
Integrity Technology Solutions

### See Clearly, Move Quickly

**runZero's minimal setup time gives you insights in hours, not days**

- Fast, flexible deployment options
- Scalable across environments
- Lightweight & network-friendly
- Runs alongside existing tools
- Complete scan frequency control

### Make the Unknowns Known

**runZero finds every asset, so their blind spots don't become yours**

- Complete internal & external attack surface visibility — IT, OT, & IoT
- Safe active scanning, passive discovery, & API integrations
- Deep device fingerprinting
- Unmanaged & unknown discovery

### Integrate Without Inheriting Risk

**runZero goes where agents can't, detecting the risks they miss**

- Native detection beyond CVEs
- Insights & actionable risk dashboards
- Business context-based prioritization
- Vulnerability scan data integration
- Easy rescans to confirm remediation

## We quickly find what others miss

Other solutions can't keep up with M&As. Slow rollouts, blind spots, and CVE overload leave you missing deadlines and inheriting risks. runZero delivers full-spectrum visibility in minutes. Our advanced fingerprinting goes beyond agents to reveal hidden threats, prioritizing critical risks so you know where to act first.



| Deployment Model & Time to Discovery   | Attack Surface Visibility  | Exposure Detection   | Actionable Insights   | Corporate Risk & Assurance   |
|--|--|--|---|--|
| runZero  |  |  |   |  |
| Tackles M&A due diligence quickly, with no agents or authentication, giving actionable results in hours. | Uncovers every asset — internal, external, IT, OT, IoT— including unmanaged and unknown devices. | Goes beyond agents to expose misconfigurations, segmentation flaws, and missing security controls.   | Moves from discovery to mitigation faster with meaningful data to prioritize critical issues. | Provides clear, comprehensive reports and security posture insights to reassure risk teams and executives. |
| Other Solutions  |  |  |   |  |
| Consume time and resources with complex rollouts that rely on agents, appliances, and authentication.    | Cover only known assets, leaving blind spots for attackers to exploit in the shadows.            | Focus on CVEs and known threats, burying serious threats behind trivial results and unchecked risks. | Use ineffective risk-scoring systems that focus on minor threats while real dangers persist.  | Fail to provide complete visibility, leaving organizations vulnerable throughout the integration process.  |



runZero delivers the most complete security visibility possible, providing organizations the ultimate foundation for successfully managing exposures and compliance. With a world-class NPS score of 82, runZero has been trusted by more than 30,000 users to improve security visibility since the company was founded by industry veteran HD Moore. Learn more on our [website](#).

Test drive the runZero Platform for 21 days, with an option to convert to our free Community Edition at the end of your trial.

[Try runZero for Free](#)