



# CASE STUDY

## PRIVATE EQUITY SECTOR

### About ITC

ITC Secure (ITC) is an advisory-led cyber security services provider and a Microsoft Solutions Partner with designations in Security, Modern Work, and Infrastructure.

The company has a 25+ year track record of delivering business-critical services to over 300 global blue-chip organisations, bringing together the best minds in security, a relentless focus on customer service, and advanced technological expertise to help businesses succeed.

With its integrated delivery model, 24x7 fully managed state-of-the-art Security Operations Centre, and customer-first mindset, ITC works as an extension of its customers' teams to accelerate their cyber maturity – safeguarding their digital ecosystem, securing their business, and their reputation.

ITC serves global organisations from its locations in the UK and US with a world-class team of cyber consultants, technical designers, and cyber experts.

The company is a certified Great Place to Work® employer and an active member of the Microsoft Intelligent Security Association (MISA). ITC is also the winner of the 'Cyber Security Company of the Year 2022' award, 'Customers at the Heart of Everything 2022' award, Best Workplaces™ 2022, Best Workplaces™ in Tech 2022 and Best Workplaces™ for Wellbeing 2023.

For more information, please contact us:  
[enquiries@itcsecure.com](mailto:enquiries@itcsecure.com) or 020 7517 3900.

# Leading private equity company chooses ITC as its trusted partner.

## The Customer Ask

Following merger and acquisition deals, most cyber security challenges arise from the acquiring company failing to assess the cyber security maturity of its acquisition target. This led to the requirement to conduct pre-acquisition cyber security due diligence as regulatory liabilities, vulnerabilities and incidents can become the responsibility of the acquiring company.

## Overview

### Industry

Private Equity sector

### Environment

HQ in Europe, with offices around the globe

### Challenges

Non-intrusive due diligence needed to be carried out, meaning no access to the target's network or internal processes.

### Solution

A clear and easy to understand security ratings report was produced.

Different levels of the business were able to review this.

ITC prevented financial loss and reputational damage for the customer.

## The Technical Challenges

Due to the stage at which the deal was in progress, this diligence needed to be strategically approached and could not be carried out in an intrusive manner. This also meant that the acquiring company would not have access to the target's network or internal processes.

The customer required a due diligence process that utilised only open source intelligence to gain deeper understanding of the target company's cyber security.

A trusted and accountable partner who could deliver advisory expertise and provide independent assessments and trusted guidance was needed.

## The Solution

The customer has a long-standing partnership with ITC and so requested for a due diligence report to be conducted on a target company.

The due diligence process is a non-invasive review that assesses an organisation's current cyber security, controls and practices, to identify high-risk areas, red flags and cyber vulnerabilities in a presentable format which can be relayed at board level.

ITC provided a clear and easy to understand security ratings report which both board-level and those with more technical competence could review.

ITC's credible reputation and confidential reporting enabled more informed and fact-based decision making. The customer was able to understand the findings which prevented any financial loss and more importantly protected against reputational damage.

## The Results

The solution met the overall customer requirement. Various areas of the business are more informed about the target company's cyber security with actionable findings.

The solution also resulted in higher levels of customer trust and protected them against financial loss and damage to their reputation.

ITC's Cyber Due Diligence is carried out remotely and uses proprietary software to analyse the maturity of cyber security controls and practices within investments. Through insight, advice and understanding of the risks the customer may be acquiring, ITC provides General Partners with confidence in their acquisitions.

## The ITC Journey

This case study offers a good insight into why Private Equity firms choose ITC as their trusted partner. From initial consultancy through to delivery and outcomes, ITC provides organisations with a clear understanding of cyber risk management and the confidence that their investment is protected.