## Tailoring your approach according to your cloud maturity as an acquirer and the size of the transaction.

High

## Mature cloud program, acquiring a small target

- Migrate target company data and systems directly to the acquiring company's cloud platform.
- Realize economies of scale and lock in quick wins.
- Use strategic partners to plan a combined M&A and cloud journey.

Mature cloud program, acquiring a large target

- Evaluate a phased approach to migrating target company's systems directly to the cloud.
- Retain key talent to help accelerate cloud migration in parallel with the M&A journey.

Cloud maturity of the acquirer

## Nascent cloud program, acquiring a small target

- Consider launching a cloud program and use the small target as a pilot case, especially if this is the first of multiple transactions.
- Engage a strategic partner to confirm value case and outline migration roadmap.
- If the target has a mature cloud program, consider integrating into their platform.

Nascent cloud program, acquiring a large target

- Consider launching a cloud program through a selective phased approach.
- Engage a strategic partner to confirm value case and outline migration roadmap.

Large

• If the target has a mature cloud program, consider integrating into their platform.

Low

Small Transaction size