

## M&A DIGITAL RISK & RESILIENCE REVIEW

**Structured risk insight to support smoother transactions and stronger valuations.**

### What's At Risk?

In many SME transactions, gaps in documentation, weak supplier arrangements, informal IT practices, or unclear data handling become visible only during due diligence. According to a Deloitte M&A Trends report, **49% of dealmakers say operational risks—especially around technology—are the most likely to lead to a change in valuation or deal structure.** These gaps can lead to price reductions, delays, or post-sale disputes. This service provides sellers with the tools and insight to reduce these risks proactively.

### The Solution

The **M&A Digital Risk & Resilience Review** helps business owners and advisors prepare for sale, investment, or succession by identifying digital risks that could affect valuation, due diligence, or post-deal integration. It complements legal and financial preparation with a structured, business-friendly review of continuity, cyber hygiene, supplier risk, and digital operations.

### Common Issues Identified

- Over-reliance on a single IT provider or platform
- Lack of documented processes for backups, access, or business continuity
- Key supplier risk (no contracts, no fallbacks)
- Missing or outdated policies (e.g. information security, acceptable use)
- No incident history or recovery testing

### How It Works - Service Tiers

#### 1. Digital Risk Snapshot

*For owners beginning to plan a sale or transition.*

- 90-minute consultation
- High-level risk overview across key areas (systems, access, suppliers, continuity)
- Summary scorecard and priority recommendations

#### 2. M&A Resilience Pack

*For businesses preparing for sale or investment within the next 6-12 months.*

- Structured digital risk assessment
- Mapping of systems, suppliers, and key dependencies
- Documentation starter pack (e.g. simple security policy, recovery process)
- Buyer-facing summary for use in DD

### 3. Buy-Side Assurance Review

*For acquirers seeking early clarity.*

- Independent check of seller's digital and continuity posture
- Summary of known risks, gaps, and potential impact
- Useful for pre-LOI or early-stage diligence

## Positioning

This is not a legal or technical audit. It's a practical, business-aligned review focused on operational and digital risks that are often overlooked. It **works alongside legal, accounting, and technical due diligence** to help buyers and sellers surface gaps early, reduce friction, and protect deal value.

## Referral Fit

Particularly suitable for:

- SME owners planning an exit within 1-2 years
- Corporate finance teams supporting sell-side or buy-side work
- Accountants involved in succession or shareholder restructuring
- Buyers acquiring operationally complex or IT-dependent businesses

## About Sanctuary

Sanctuary Advisory Services was founded to give growing businesses the same risk insight and protection large firms take for granted – without the cost or complexity.

With over 30 years of international experience, Sanctuary provides structured, independent guidance to growing firms. The focus is always on clarity, simplicity, and practical protection.

**To explore how this fits your client portfolio or an active transaction, let's talk.**

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