

# Top mergers and acquisitions trends for U.S. government contractors

(and how modern Identity can help you make the most of them)

As the needs of the U.S. government evolve over time, it's imperative for the integrator community to remain agile in an environment defined by ongoing mergers and acquisitions (M&A).

But, needless to say, mission-ready solutions aren't built overnight. In order to meaningfully capitalize on emerging trends, contractors' approaches to M&A must mirror core digital infrastructure investments recommended to scale their customers' missions. The need for seamless and secure access between users and apps is critical post-transaction. Without a unified Identity and Access Management (IAM) solution, U.S. federal systems integrators (FSIs) could find themselves with a new portfolio but leading inefficient transformations.

Modern IAM powers M&A with an approach to secure access that can adapt to new acquisitions and spin off divestitures with limited disruption in productivity or profitability throughout the value chain.

## Trend report

In a capital-constrained world beset with geopolitical volatility, established players are reshaping their portfolios and fragmented organizations are finding the need to consolidate. Here are the M&A trends shaping the public sector:

- **Interest in public sector contracts remains strong.** Major brands like IBM are engaging in M&A to diversify their portfolio and ground their offering in the public good. (Federal News Network)
- **Space tech has become a national security priority.** The U.S. Space Development Agency (SDA) is providing more than \$8 billion in funding to a layered network of military satellites. (Space Development Agency)
- **Government agencies favor horizontal proposals.** Regulators frequently seek to block vertical consolidation and material competitive overlaps. (Federal Times)

# Drive results *throughout* M&As

In an environment where M&A is accelerating, you can't afford to lose momentum in the process. Poor integrations between different core digital assets lead to information silos, credential fatigue, and overall poor user experiences. And lapses in security — another byproduct of fragmented systems — can put entire deals in jeopardy and compromise the quality of new partnerships.

**Driving consistent security and positive user experiences during an M&A event is nonnegotiable.**

Both contribute to higher productivity, which ties directly into growth and profitability.

**In other words, modern, unified IAM is central to the success of M&A.**

## Fragmented legacy Identity

Your IT team is spending countless hours trying to manage a distributed set of users with separate domains and IT leads. This results in poor productivity, with employees unable to access essential resources across different domains. Or they may be forced to work across multiple Identity providers — each requiring unique credentials — to complete fundamental tasks.



**Productivity, growth,  
and profitability go down**

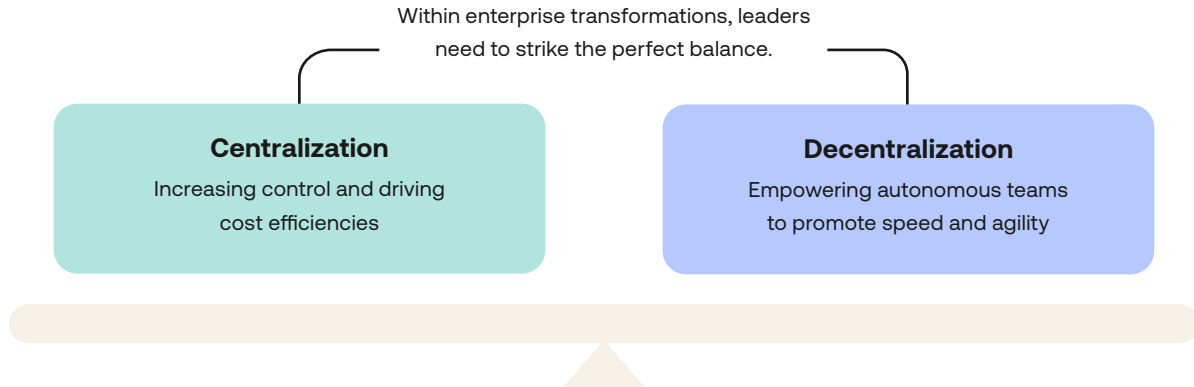
## Unified modern Identity

- Immediately onboard employees from the acquired company and grant them secure access to business applications without changing their credentials.
- Configure secure access to all resources for all users, whether they're in the parent or acquired company.
- Fine-tune the access management model of your new organization to fit your evolving requirements.
- Consolidate access, preserve autonomy between business units, or configure something in between.



**Productivity, growth,  
and profitability go up**

# Building a flexible, M&A-ready Identity



Okta can help FSIs perfect this balancing act.

## **An adaptable management model**

enables varying levels of unified management depending on agency-specific requirements.

## **An automation-driven single source of truth**

enables IT teams to automate all provisioning and deprovisioning actions across user populations.

## **A centralized federal security control plane**

drives consistent security and centralized access policies for all users at every transition phase.

## Okta for M&A

Today's U.S. government priorities require an Identity-powered tech stack capable of handling complexity, scale, and rapid change. Okta for M&A is a solution geared toward enabling flexible deployments in the world's largest organizations.

## Okta Workflows

Especially during M&A, your teams should be focused on strategic priorities, not tedious manual processes. Okta Workflows offers low- to no-code automation for complex lifecycle management actions across distributed business units so your teams can drive efficiency.

Want to learn more about building flexible enterprise Identity for the public sector?

[Learn more](#)

Curious about Okta's architecture for M&A?

[Learn more](#)

Ready to talk to sales and see a demo?

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