

McAfee Acquires Preventsys

"McAfee's acquisition of Preventsys fulfills a key component of our risk management and compliance strategy, which is based on helping our customers leverage their existing security technologies"

Ken Gonzalez, vice president of corporate development, McAfee.



Overview

Preventsys is a leading provider of automated solutions for security risk management and security compliance reporting, with an impressive customer base of Fortune 1000 companies. The company was searching for a strategic partner to help it reach the broader global market.

Pagemill Engagement

Pagemill Partners was retained to advise Preventsys and immediately put its strong security team to work on the engagement. With a strong understanding of the domain and complexities of enterprise security as well as deep relationships in the sector, Pagemill was able to quickly understand and communicate the strategic value of Preventsys to a number of potential buyers.

The Pagemill team knew that the Preventsys enterprise risk management platform and automated security compliance reporting capabilities would be an ideal complement to a number of potential acquirers' security offerings. After in-depth discussions with a number of potential acquirers, Pagemill was able to create a highly competitive process that ensured an optimal outcome for Preventsys and its eventual acquirer, McAfee.

Pagemill Delivers Results

The Preventsys security risk management and compliance solution advances McAfee's ability to help companies reduce the complexity of managing their security. McAfee customers are now able to satisfy regulatory requirements for automated compliance reporting, while leveraging existing McAfee technologies. Plans are in the works to extend the capabilities through consolidated multi-vendor assessments.