

Google–Wiz Strategic Acquisition: Creating an AI-Driven Cloud Security Leader

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Transaction Summary

Announcement Date	March 18, 2025
Transaction Size	\$32 Billion
Premium / Discount	N/A
Deal Structure	Acquisition
Consideration	All-cash transaction

Acquirer Profile – Google, Inc.



Google is a global technology company best known for search and digital advertising, and also a major player in cloud computing and artificial intelligence.

Founded Year	1998
HQ	Mountain View, United States
Sector	Information Technology
Market Cap	\$4.1T
LTM Revenue	\$402.8B
LTM EBITDA	\$150.2B
EV/LTM EBITDA	26.1x
Advisor	BofA (FA), Freshfields, and Cleary Gottlieb Steen & Hamilton (LA)

Target Profile – Wiz, Inc.



Wiz is a cloud security startup that helps organizations identify and fix security risks across major cloud platforms.

Founded Year	2020
HQ	New York, United States
Sector	Cybersecurity
Market Cap	\$12B (Acquisition valuation)
LTM Revenue	~\$76.8M
LTM EBITDA	N/A
EV/LTM EBITDA	N/A
Advisor	Goldman Sachs (FA), Swaine & Moore (LA)

Precedent Transaction

Date	Target	Acquirer	Transaction Value	LTM EBITDA	EV/EBITDA	EV/Revenue
04/2024	Darktrace plc	Thoma Bravo	\$5.3B	\$146M	34.0x	9.2x
09/2023	Splunk Inc.	Cisco Systems	\$28.0B	\$780M	35.9x	7.2x
03/2022	Mandiant, Inc.	Alphabet / Google	\$5.4B	NM	NM	11.2x
Mean			\$12.9B	\$463M	35.0x	9.2x
Median			\$5.4B	NA	NA	9.2x

Deal Background

Google has acquired Wiz in an all-cash transaction valued at \$32 billion, the largest cybersecurity acquisition in history. The deal integrates Wiz's agentless cloud security platform into Google Cloud's infrastructure, creating a unified solution spanning threat detection, vulnerability management, and compliance across multi-cloud environments, positioning Google as the dominant AI-driven cloud security leader in the enterprise market.

Synergies & Upsides

Intelligence-Driven Prevention. Merging Mandiant's intel with Wiz's risk graph enables dynamic, real-world vulnerability prioritization.

"Prevention loop" creates a moat that standalone competitors cannot easily replicate.

Strategic Distribution. Wiz fills Google's prevention gap while gaining instant scale. Its cloud-agnostic tech acts as a "Trojan Horse" for Google to penetrate AWS/Azure accounts and eventually drive GCP adoption.

Growth. Wiz's \$1B ARR proves massive organic momentum. To justify the \$32B price, Google must leverage its infrastructure to accelerate this growth beyond what Wiz could achieve as a standalone entity.

Potential Risks

Erosion of Neutrality. Joining Google ends Wiz's status as a "neutral security layer". This may trigger data restrictions from AWS/Azure or drive multi-cloud clients away to avoid vendor lock-in.

Valuation & Execution Risk. The \$32B price (~30x ARR) demands flawless Mandiant integration and cross-selling. Any friction within Google's bureaucracy risks significant asset impairment.

Strategic Dilution. Over-binding Wiz to the Google ecosystem to gain a "competitive edge" could sacrifice its core "global view" advantage. This risks degrading a disruptive platform into a mere GCP add-on.

Our Team Insights

Strategic Cloud Security Transformation: Fusing Wiz's cloud-agnostic risk graph with Mandiant's threat intelligence creates proprietary "prevention loop" that AWS and Microsoft cannot easily replicate. Wiz in ~50% of Fortune 100 multi-cloud accounts doubles as a Trojan Horse for GCP workload migration, repositioning Google Cloud as AI-native cybersecurity leader.

Valuation & Financial Risk: At ~30x ARR, the \$32B price sits ~3x above the median cybersecurity precedent and demands sustained 70%+ ARR growth plus flawless Mandiant cross-sell to justify the multiple. Any AWS/Azure attrition, integration friction, or FTC remedy could trigger multi-billion-dollar goodwill impairment.

Execution & Neutrality Risk: Wiz's value is anchored in its "neutral security layer" positioning, which Google ownership risks eroding and pushing customers toward Palo Alto Prisma or CrowdStrike Falcon. Preserving Wiz's multi-cloud brand and retaining founding team is the most important post-close KPI.