Datasite Cloud™ puts corp dev into overdrive

Who: Publicly-traded multinational company

Industry: TMT

Role: Manager, Corporate Development

Headquarters: U.S.

Transaction type: Buy-side

Products used: Datasite Cloud (Pipeline and Acquire)

Key features: Trackers, findings, dashboard reporting

The user

We spoke to a corporate development manager at a large, publicly-traded American multinational computational software company.

The challenge

With the corporate development team handling some six to eight deals per year, efficiency is of paramount importance. They needed a one-stop shop for M&A, customized to their needs, combining pipeline management with a robust buy-side data room, equipped to make projects faster and smoother. Knowing Datasite's established reputation and having used our services before, the team came to us for a solution.

The answer

The corporate development team found everything they need in Datasite Cloud. The manager explains:

'Work on our M&A pipeline is now so much easier – reporting, in particular, is effortless and at least 80% faster. In Pipeline I can create customized views of all our targets, grouped by business unit or by stage, and give executive management a bird's eye view of our M&A activity at a moment's notice.'

'Acquisitions themselves are also streamlined in Acquire. Its trackers tool gives us unprecedented visibility across the diligence process, while the findings tool smooths the transition between diligence and integration – letting us flag potential speedbumps even before the deal closes.'

In addition to Pipeline and Acquire, the Datasite Cloud subscription includes use of the complete M&A platform, covering the entire deal journey. The manager concludes:

'We ultimately selected Datasite from a host of competitors due to the completeness and quality of their offering – in particular their highly responsive customer service.'

> " Pipeline reporting is effortless and at least 80% faster.

Corporate development manager, multinational tech company

#wheredealsaremade

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