

Accelerating the redaction process enables OTE to go-live quickly with the sale of Telekom Albania

About OTE

OTE is the largest telecommunications' provider in Greece, and is part of the Deutsche Telekom Group.

Tight Deadlines Demanded an Accelerated Redaction Process

When Datasite approached Dimitris Tsatsanis, Deputy Director of M&A at OTE Group, about the soon to be launched redaction tools within Datasite, his initial response was one of skepticism. Dimitris “didn’t see switching to the integrated redaction tools within Datasite, and that the M&A team would continue using our manual redaction approach.” However, when the M&A team started working the sale of Telekom Albania with an aggressive go-live deadline, they became concerned that their manual redaction process might prevent them from going live on time.

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“We quickly saw that unless we had a faster way to redact, we would not go live on time.”

Dimitris Tsatsanis
Deputy Director Of M&A,
OTE Group



Dimitris explained how their current process for redaction was entirely manual. “Documents had to be inspected to discover which needed redaction. We had to print each document needing redaction. Then, using a black marker, the words, phrases, and images had to be physically “blackened.” Once the manual blackening of each document was complete, each had to be re-scanned, converted to PDF’s, re-uploaded back into the dataroom and re-indexed so as not to be confused with the originals.” The team knew they needed to accelerate this manual process if they were to hit their aggressive deadline and decided to invest in Redaction for Datasite.

Getting Productive Quickly Was Essential

Datasite Services trained their project manager who was able to start redacting in just a few hours. A crucial test came when Dimitris, still feeling that the go-live deadline was uncomfortably close, asked the project manager if he needed assistance from the rest of the team or externals. “Our project manager told us that he was able to redact much faster, using the new Datasite tool, and said he would be able to finish all the redactions in time to meet the deadline.”

Redaction was 40% Faster Using Datasite

In contrast to the manual “blackening” process, the project manager, using Datasite, could now search for a word, phrase and even graphic image, and see the tool present a redacted version. As the project manager accepts each suggested redaction, the system creates the redacted version for future viewing by buyers and stores the original automatically for project admins. This faster process to redact plus the fact that it’s integrated within the dataroom cuts out at least 40% of the time vs. manual redaction. OTE was able to go-live on time with their due diligence and onto a successful sale of Telekom Albania.



“Being able to redact 40% faster with Datasite vs. our previously manual approach, enabled us to hit our go-live deadlines and maintain the trust and credibility with prospective buyers and their advisors.”

Dimitris Tsatsanis
Deputy Director Of M&A,
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Greater Confidence and Total Control of the Redaction Process

Dimitris described several added benefits as well. “The ability to redact in different languages sped up our process. We had higher confidence in redaction accuracy given we could now run all deal documents through the Datasite redaction tool and double-check for any missing words for redaction. Finally, we eliminated the time needed to double-check outside advisor redactions since our project manager handled all redactions. We had total control over the entire redaction process.”

Strong Investment Return

When discussing Datasite Redaction investment value, Dimitris shared that “our ability to go live on time is most important, so speed is number one. Cost savings is also significant. Using third-party consultant for redaction services, we would budget two weeks of fees. Paying for outside services to do redactions is “not so economical (Compared to the modest costs of Datasite*).”

Key Learnings

Dimitris also concluded how it’s easier to handle the redaction process now within the team as their “smart and tech-savvy project manager handled all their redaction needs without requiring special training.” Finally, it’s “beneficial for our M&A team to stay in touch with the Datasite team as that will keep us abreast of the latest innovations in M&A technologies.”

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*Note: Applying ~\$400 per hour, for 80 hours (2 weeks) incurred fees of up to \$32K using outside service for redactions. With a \$5K investment in Datasite Redaction, cost savings were significant, and delivered an ROI of ~ 5X – 6X. Source: Customer and Datasite Research

