



# Delivering buy-side deals on an industrial scale

## Key challenges

**Initial inertia.** Acquisitions start slowly due to messy sell-side data rooms. The company's team lose precious time sorting everything into their own checklist before the review can begin. The seller may also need data room training – costing more delay.

**Finding findings.** It's cat-and-mouse as the corporate development team chases the extended deal team for their due diligence findings. Hundreds of emails later, there's still the huge task of collating, analyzing and linking those findings to the relevant underlying documents.

**Juggling jobs.** With so many workstreams in play, staying on top of team progress requires constant, manual attention. Funneling inputs from emails and spreadsheets into status reports slows everything down even more.

## Key solutions

**Ready-made momentum.** Now sellers pour their documents into the buyer's own mold. Uploading to the company's index saves hours of prep work. Inside this buy-side data room, AI handles categorization and translation to complete the super-fast setup.

**Integrated intelligence.** The extended deal team uses a built-in tool to create findings quickly and simply, while linking them to underlying documents in the data room. The result? Templated, sortable responses all in the same place. No more chasing.

**All-seeing analytics.** There's a real-time summary of findings status and critical buy-side activities on the dashboard. Everything moves faster as a result. The team also sees who's logged in and what documents have been reviewed – always very useful to know.

## Datasite Acquire™

**Who** Fortune 500 company

**Industry** Industrials

**Headquarters** Northeast, United States

**Transaction type** Buy-side M&A

**Product used** Datasite Acquire

**Key features** Seller permissions, findings, and dashboard

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**Datasite Acquire is so helpful to our process. We've saved 20% or more in time by creating an efficient, repeatable way to conduct buy-side reviews across the whole deal team.**

Director of Corporate Business Development

 #Wheredealsaremade

**Get in touch, visit** [www.datasite.com](http://www.datasite.com) **or contact:** [info@datasite.com](mailto:info@datasite.com) | **AMERS** +1 888 311 4100 | **EMEA** +44 20 3031 6300 | **APAC** +852 3905 4800

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