

# DUE DILIGENCE: BASICS, CHALLENGES AND HURDLES IN M&A TRANSACTIONS IN THE “NEW NORMAL”

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## BASICS

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Company overview: Understanding the “why” behind a sale

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How does the potential deal “fit”?

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Financials

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Technology and Intellectual Property

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Pending litigation?



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## COVID-19 Effects



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## DOCUMENT PRODUCTION

- Data rooms
- Access to files
- Worth it to postpone deal?



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## SECURITY AND PRIVACY CONCERNS

- Disclosing confidential documents
- Protecting information



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## IN-PERSON INTERACTIONS

- Constantly changing
- Assess comfort zones



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## IMPORTANCE OF DUE DILIGENCE & PRIVATE COMPANIES

**THE  
DROP  
OUT**



**ELIZABETH  
HOLMES  
ON TRIAL**

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