



Due Diligence for a potential acquisition of a business area

Company	Realisation - approach	Result
German direct bank	Due to the confidentiality of the potential acquisition, the due diligence phase was performed with a small team with members of the management team, selected key resources from the bank and external specialists.	On the basis of the analysis a result document was prepared with the following content:
Initial situation	The analyses and assessment was effected true the following work streams: <ul style="list-style-type: none">• Legal• Operations (Business, processes, clients)• Financials	<ul style="list-style-type: none">• Description of produces and processes• Description of required changes and adjustments in processes and system• Implementation planning for the processes and products within the target architecture• Cost estimation and IT cost overview / project cost and IT operation in the following years• Target architecture after the merger• Process model for the realisation
The Bank will enhance their market position and dispose therefore a potential acquisition. Within a due diligence phase, the acquisition object should be analysed and assessed, the business case prepared and the draft of the purchase agreement should be reviewed and negotiated.	First of all the business model and the range of clients of the acquisition object was analysed. It was done on a base of available information from the data room and also in management meetings.	The bank closed an asset purchase agreement an finally migrated the bought customers and positions successfully to their platform.
Task	Afterwards, on the basis of the target architecture the illustration of the products and processes have been researched, the necessarily changes within processes and systems have been analysed and the migration process and effort was forecast.	
<ul style="list-style-type: none">• Analysis and assessment of the potential acquisition, analysis and effort estimation for a potential migration• Preparation of a business case• Definition, review and negotiation of the purchase agreement draft	During negotiations the purchase agreement was defined, assessed and reviewed.	