

HILL DICKINSON

# Intelligentsia

The only specialist legal  
due diligence product.



- How good is your legal due diligence product?
- Is it a 'must have' report?
- How useful is your report post-transaction?
- How easy is your legal report to read?
- Does management value your report?
- How efficient is the process?
- Is your lead lawyer on top of all the issues?
- Are you getting value for your report?
- Is the target company getting value from the report?
- How often have you re-negotiated the price or the terms as a result of your legal due diligence report?
- Is it time to try a new approach?



We have undertaken a thorough review of the legal due diligence process and these are the issues most commonly raised with us. In order to address these issues, we have launched 'Intelligentsia'.



“The process is too distant from the day-to-day realities of running the business.”

**Intelligentsia** is led by Jane O’Sullivan, a corporate finance lawyer. Jane will be your main point of contact for your legal due diligence. She has brought together a group of lawyers with a breadth of experience and sector knowledge.

**Intelligentsia** abandons the traditional approach taken by lawyers of due diligence by questionnaire only. Jane and her team will visit the target’s offices within 48 hours of receiving instructions, spending time with key directors and managers to gain a clear understanding of the target’s business.

“The legal due diligence report is impenetrable.”

Our due diligence reports are presented in A5 format in plain English, avoiding the use of jargon. The main focus is on the executive report which highlights the business critical issues, as well as providing a risk analysis and our proposals on how to deal with the problems identified.

The report is presented where possible in diagrammatic form and with clear graphics.

We will also present our findings to you at a meeting, giving you the opportunity to ask questions, and would recommend that key members of the target’s management team attend that meeting.



“The report is a tick box approach and provides little value.”

**Intelligentsia** reports:

- ✓ Provide a sector overview.
- ✓ Provide a summary of ideas on how to save costs in the business going forward.
- ✓ Address high level issues at an early stage allowing you to include them in your negotiations.



“The process is badly managed and reflects poorly on our services and our relationships with vendors and management.”

- ✓ We are very conscious of the need to be commercial and professional, and remember that at all times we are representing you.
- ✓ We provide one point of contact.
- ✓ We provide continuity of lawyers, all of whom are trained at the Hill Dickinson Business School.
- ✓ Transaction management and the Hill Dickinson Method are key elements of the training received by our lawyers.

## “Project management at law firms seems non-existent.”

It is compulsory for all our lawyers to graduate through the Hill Dickinson Business School. This includes a number of faculties teaching commercial, non-legal skills.

We operate, amongst others, a negotiation academy, a corporate finance programme, a leadership module and a commercial skills programme (including project management, running and influencing meetings and commercial awareness).



“Legal due diligence has no value after the transaction.”

We endeavour to ensure that our reports deliver value after the transaction by advising on areas where improvements can be made in parts of the business we have reviewed.

We will also advise on housekeeping to ensure the business is prepared for a future exit.



“We are not told early enough about major issues.”

Our regular status reports highlight issues that we have uncovered during our legal due diligence review, and that we believe should be brought to your attention.



“Our legal due diligence team is often made up of junior lawyers and has no consistency in its approach.”

Jane O’Sullivan will lead each transaction. Jane is a partner in our corporate finance team with over 20 years of experience.

She has brought together a group of lawyers from various disciplines to work with you and provide consistency and continuity in our approach.

“The banks are brought  
in too late.”

Our advice is to bring the banks into the process as early as possible, but we will be led by you on timing.



## How will Intelligentsia help you?

Intelligentsia will:

- ✓ Be led by a senior lawyer supported by a group of experts in their respective fields.
- ✓ Provide a report that is clear and easy to read.
- ✓ Provide you with a clear understanding of the industry you are investing in.
- ✓ Assist you with the identification and quantification of risks in the target at an early stage.
- ✓ Identify ideas for saving costs and making improvements in the target business post completion.
- ✓ Give you the comfort of informed investment decisions.
- ✓ Help promote your team's expertise and build competitor advantage.

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Intelligentsia 

Hill Dickinson's specialist  
approach to legal due diligence.



## About Hill Dickinson

With over 150 partners and more than 1000 staff, Hill Dickinson offers a comprehensive range of legal services that add value to our clients' commercial needs. With corporate expertise located in our Manchester, Liverpool, London, Chester and Greece offices we are considered leaders in:

Asset Finance	Media
Banking	Mergers and Acquisitions
Commercial Litigation	Private Client
Employment	Private Equity
Health	Property
Insurance	Sports and Leisure
Intellectual Property	Tax and Regulation
Logistics	

We invest strongly in our client relationships ensuring the organisations we do business with benefit from a seamless and fully integrated service.

**To learn more about our award winning capabilities and to discuss your needs in detail please contact our specialist team headed by:**

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