

THE MARCH



WELCOME

With the approach of the C word, here at March HQ we're preparing to wrap things up for 2024. Before we do, I would like to thank The March editorial team of Jade Ige and Helen Poon for their enthusiasm, insights and support this year, fitting it around their already busy professional lives.

In this final edition of 2024, we feature several standout articles. Our Member Musings piece by Elissa Von Broembsen-Kluever (partner at Omni Partners) discusses the firm's buy-and-build strategy. Additionally, our M&A Insights in a Nutshell article covers key takeaways from a recent adviser dinner, focusing on the risks of overhyping a deal and how this can lead to complications when competition authorities scrutinize the transaction.

Merry Christmas and see you in 2025.



EDITORIAL TEAM



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IN CASE YOU MISSED IT

Big Changes at Europe's Largest Bank

HSBC is Europe's largest bank based on its assets. With an estimated market capitalisation value of 134.81 billion (GBP), it ranks ahead of its European competitors like BNP Paribas, Barclays and Santander by value.

The bank has been in the news due to big changes in its leadership and business structure. Georges Elhedery was appointed as the bank's CEO in September 2024. A new CEO has meant a new mandate for the European giant and according to Georges, that mandate is to restructure and simplify the bank.



The first major change was the appointment of **Pam Kaur** as the bank's CFO in October.



This appointment was celebrated widely as Pam is the bank's first female CFO in its 159-year history and a woman of colour at that. Kaur's career achievements include leadership positions at Citibank, Lloyds Banking Group, RBS and Deutsch Bank. Spanning across audit, risk and compliance, Pam Kaur's CV is nothing short of excellent.

Another high profile move within the bank was the shock-departure of Annabel Spring, the former CEO of global private banking at the bank. Many saw Annabel as a key part of the bank's leadership team, having joined the bank in April 2019 and staying through Covid.

The change has also made way for new faces and ideas. Spring's departure as CEO of global private banking has meant that her former role will be split into two. HSBC will welcome Gabriel Costello and Lavanya Chari as interim CEO of private wealth and head of wealth and premier solutions respectively.

IN CASE YOU MISSED IT

Continued...

Lavanya Chari, who dreamt of becoming a pilot as a child, studied aerospace engineering before working for Deutsche Bank for 15 years within the products and solutions team. Lavanya's career is an ode to women in STEM, having admitted that

"my engineering background's analytical and mathematical mindset particularly helped with the structuring aspects of the business".

Chari has been vocal about her values and what makes her such a great leader. Before her promotion she launched the Investment and Wealth Solutions (IWS) team at HSBC which grew to 1200 strong by 2021.

According to Lavanya her leadership success is due to her resilience and empathy:

"People are the biggest asset for our business. I genuinely spend a lot of time with my team. I really care about them and empathy is a big part of my core values."

Lavanya also focused on sustainable investments during her tenure, ensuring that the IWS unit developed a sustainability investment programme. This programme saw HSBC's sustainable assets under management double with a 12 month period.

It appears that HSBC has made considerable strides in its latest senior leadership announcement. Most notably, appointing the first woman CFO in the bank's 159-year history. One can hope that the bank will serve as an example to other banks in Europe and we will see more women in the most senior leadership positions.



Jade Ige
Trainee solicitor,
DWF

MEMBER MUSE

Olena Vlasyuk,

Head of M&A and Transaction Solutions,
Aon France



March: What do you do?

Olena: Securing investments and enhancing returns. Our local M&A and capital markets teams are specialised in insuring known and unknown transactional risks, professional liabilities and advising on Cyber Security, IP, Human Capital and Insurance matters.

March: What's your biggest insight into the M&A market at the moment?

Olena: The growing need for innovative solutions to address heightened competition in a more complex M&A environment.

March: What do you love most about what you do?

Olena: Helping clients successfully navigate complex situations that might otherwise stand in the way of a deal.

I enjoy providing tailored solutions that not only facilitate and accelerate transactions, but also empower clients to secure their investments and achieve better returns.

March: And what are the biggest challenges with what you do?

Olena: Managing tight deadlines and navigating complex deal structures and risks. It requires balancing speed with precision to ensure that clients receive tailor-made solutions without compromising on quality or cost of insurance coverage.

MEMBER MUSE

Continued...



Time to think, strategise, socialise and implement new ideas is considered a luxury and unjustifiable cost and its often perceived that bringing someone in from outside, like a growth strategist or fractional exec can lead to interference, weakness or failure when in fact, it's true visionary leadership and the right people can be a catalyst for change!

March: Why did you join March?

Olena: I Because I am passionate about fostering collaboration and empowering woman to support each other in the business.

March: What are you proud of right now?

Olena: One of my biggest wins has been building a strong, dedicated team all aligned toward a shared vision, which has positioned us as one of the leading M&A brokers in the French market. Our collective effort and commitment have really set us apart.

March: Where can we find out more about you?

Olena: 

EVENT RECAP

NOVEMBER ROUND-UP



Breakfast Panel: Autumn M&A Update

Our founder Laura Brunnen had the pleasure of moderating a panel discussion and engaging Q&A session on the current state of the M&A landscape.

Despite the dreary autumn weather, it was fantastic to see so many M&A professionals gather to share knowledge and experiences. Thank you to the Withersworldwide team for the excellent breakfast and hosting.

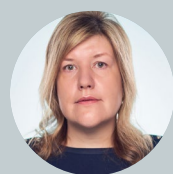
Our all-member panel featured March Women industry experts:



Lucy Orhnial Head of Transaction Tax at Grant Thornton



Victoria Rodley Corporate Partner at Withers



Karen Thomas-Bland M&A Integration Specialist and Board Advisor for PE-backed businesses

Key takeaways included:

- 1 Earn-out structures:
these are going from strength to strength.

EVENT RECAP

NOVEMBER ROUND-UP

Some transactions now see earn-outs constituting up to 35% of the purchase price and lasting for as long as 3 years. While they can be effective, they introduce complexities in post-deal integration and deliverability on the part of the seller who no longer controls the business in the same way.

2 Cultural alignment matters:

Beyond financials, cultural fit between organisations is crucial.

Misalignment can hinder integration efforts and affect the overall success of the deal.

3 ESG is not just tick-box:

Despite some media narratives suggesting otherwise, ESG factors are very much at the forefront of M&A considerations.

Buyers are conducting thorough ESG due diligence, assessing everything from environmental impact to social responsibility and governance practices, and these factors can make the difference between a buyer proceeding or not.

4 Exit readiness:

preparation is key and its importance can't be stressed enough.

This means having your financials in order, understanding your IP ownership, securing your data, and, importantly, crafting a compelling narrative for potential buyers.

5 The Human Element:

Pricing is not necessarily king.

Clients increasingly are asking themselves

"is this the adviser I want to be in a room with during the heated moments?"

We hold our M&A Update Panel breakfast twice a year (Spring and Autumn) where we bring together women from across the M&A ecosystem to discuss topical M&A issues and swap war stories and insights.

EVENT RECAP

NOVEMBER ROUND-UP

Member Roundtable Lunch: Data and AI in M&A

“Another week, another brilliant March Women - Women in M&A event.”

Great feedback for our 2nd roundtable session, discussing AI and data in M&A deals.



Hosted by Penningtons Manches Cooper LLP, our members Emily MacDonald and Khyati Pal led the discussion together with Datasite’s Samra Nechadi.

We heard experiences and thoughts from various aspects of the industry - including the C-suite, legal, finance, accounting, consulting, investment and corporate finance.

1. AI as a “Mediocre Trainee”

AI tools require thorough testing, clear instructions, and continuous oversight, much like inexperienced trainees in a professional setting.

2. Balancing Risk and Opportunity

Caution is common as organisations wait for larger players to navigate regulatory and ethical uncertainties. Yet, delaying engagement may mean missing early opportunities.

3. Holistic Data and Automation Strategies

Effective AI implementation demands breaking down silos and thinking holistically, recognizing that data and automation underpin AI’s long-term success.

4. Ethics Over Regulation

Since laws and policies often lag behind technological advancements, decisions frequently come down to applying common sense and strong ethical judgment.

5. Investing in Preparedness

To leverage AI’s full potential in the near future, organizations must invest now in education, strategic planning, and establishing trust-based partnerships.

The full write up is available in the online member platform.

EVENT RECAP

NOVEMBER ROUND-UP

ICAEW Annual Champagne Reception, Fishmongers' Hall

Thanks to our friends at the ICAEW's Corporate Finance Faculty, March Women members enjoyed attending ICAEW's annual champagne reception at the beautiful Fishmongers' Hall. The evening included a keynote from Lord Clement-Jones CBE on the future practical applications of AI.



Aon women in M&A and private capital panel, at The Royal Automobile Club



"Correlation is not causation"

Fascinating discussion at our corporate member Aon's annual women in M&A seminar at The Royal Automobile Club.

The theme was "Panning for Gold: Sifting Genuine Qualities in M&A Success from Gender White Noise".

Brilliantly moderated by our member Elizabeth Blackwell, the panel (which also included our member Emma Flin from Sovereign Capital Partners) held a very thoughtful and nuanced discussion on gender dynamics and the challenges in measuring the impact of gender diversity on M&A success.

EVENT RECAP

NOVEMBER ROUND-UP



Amongst other things, they looked into research linking gender diversity to positive M&A outcomes and cautioned how we shouldn't just rush to jump on "positive" studies without critically studying them.

The particular example focused on public M&A deals, where a study of circa 11,500 deals showed that companies with female CEOs tended to have a 23% increase in share price in the year following a deal.

On the face of it, a great argument for more female-led companies. But the point was made that in fact, when the data behind that statistic was tested, it turned out that the female-led companies accounted for less than 3% of the total, which in statistics terms is a pretty irrelevant % and therefore not much relevance could be read into it.

(and the fact that the number of female-led public companies is a statistical irrelevance is depressing...)

It was also great to see so many of our members in attendance. As part of their membership, they are invited not only to a wide range of official March Women events but also to events hosted by our members and other aligned organisations.

EVENT RECAP

NOVEMBER ROUND-UP

Wine Tasting Evening

We enjoyed a wonderful evening of wine tasting with the all-female team of experts from Lay & Wheeler.

Members and guests were treated to a generous glass of champagne on arrival and then tasted 6 wines, with Old World vs New World theme:

- French vs Australian Chardonnay
- French vs NZ Sauvignon Blanc
- French vs South African Bordeaux Blend

Honours were fairly even across the board and we enjoyed hearing snippets such as:

- * How French vineyards get divided into smaller and smaller parcels due to inheritance laws, and wine-making families look to make marriages between them to combine vineyards
- * The roots of a 35 year old vine can extend 10 metres below ground

It was also lovely to see some of our members organise an impromptu dinner following the event. In addition, we are excited to announce that we are partnering with Lay & Wheeler in 2025 for a series of wine masterclasses at their Mayfair premises - members will be able to sign up for 4 sessions across the year diving deep into all things wine.



- * That people who say they hate sauvignon blanc but drink Sancerre are actually drinking... sauvignon blanc (true story)

M & A INSIGHTS IN A NUTSHELL



Stephanie Dominy, GC of Staffbase, discusses how to navigate thorny anti-trust issues and avoid planting land mines which can blow up the deal later.

It started with me asking Ingrid Vandenborre a few months ago to speculate what went wrong with Google's attempted acquisition of a cybersecurity company.

She and I go way back and she's the best anti-trust lawyer I know. It led to a dinner last week hosted by Skadden Law Firm and Crafty Counsel for a small group of GCs in a restored Amsterdam canal house where Ingrid and I discussed M&A deals that can go sideways due to inattention to competition law traps and the scrutiny of over-zealous antitrust regulators, on guard for any whiff of anti-competitive behaviour in dynamic industries.

The dinner guests heard how the collapse of some high profile acquisitions in the tech sector might have been avoided if the parties had presented the transactions in a different way.

Here are some takeaways for professionals advising companies hoping to optimise the potential for a successful exit:

- 1 Agree with your Corp Dev team and bankers on how you talk about the deal and ensure that this narrative is reflected in all your internal and external documents.
- 2 Regulators are triggered by so-called "killer acquisitions" where one product (either the target or the acquirer) will cease to exist after the deal, so avoid using certain phrases such as "take-out strategy", "2 horse race" and any battle/military analogies.
- 3 Talking about your "moat" or "fortress" can also lead to suggestions of dominance, which regulators fear will stifle innovation in a dynamic market.

M & A INSIGHTS IN A NUTSHELL

- 4 If your deal is referred for investigation, regulators will demand to see all documents going back 2 years: board papers, strategy documents, marketing collateral, emails, Slack, etc so start reviewing these for landmines.

Train your team on how to talk about your company and your industry, making sure to put any superlative descriptions of your business into their proper context.

- 5 Savvy acquirers will be sensitive to the anti-trust risks, and they will decide during due diligence whether the target company also understands the risks. If the internal messaging is shambolic, the buyer will decline, or reflect the risk in their price.
- 6 You might think your bankers would be all over this risk but no, they are not. Bankers acting for the target are all about trying to sell your company and will describe it in the most glowing, hyperbolic terms, often unaware that they are setting you up for a bruising encounter with the regulators.

The tales shared by Ingrid of multi-billion dollar deals gone bad sent a shiver down my spine, as I thought about how many companies looking for an exit would be unaware of these traps. These learnings are so important for exit strategy planning that I've already suggested to Ingrid that we run this session again for a wider group.

(Reproduced with permission from a piece previously shared by Stephanie on LinkedIn)



Wicked, a spellbinding ‘dark and adult-themed’ novel, ‘one of the most successful musicals of all time’ and now a Hollywood blockbuster has just arrived in London.

The movie, which was filmed here in the UK, stars British actor Cynthia Erivo and pop sensation Ariana Grande, who began her career in musical theatre. The story follows the origin story of the Wicked Witch of the West, from L. Frank Baum’s children’s novel *The Wizard of Oz*. Having watched the musical 10 years ago, I was super excited to see this film (I brought out my blonde wig for the occasion!); it is easy to see why the musical is considered a strong example of a positive portrayal of powerful women, showing how women can support each other, even when they don’t agree. Let’s explore some of the lessons we can take from each of the female lead characters (no spoilers!)

Elphaba Thropp, the green-skinned Wicked Witch of the West, is the main focus of the story. Looking at the posters

on the London underground, both children and adults frequently assume that she is an evil character.

However, Elphaba has a complicated story. Born green, she struggles to fit in growing up, as she is ostracized for her ‘repulsive’ appearance. Many fans have highlighted that casting Erivo, a Black actor has added a new layer of depth to the character. Many communities can relate to the feeling of being made to feel different, due to their appearance. Idina Menzel, the powerful mezzo-soprano famous for playing Elphaba on Broadway, is Jewish, and Stephen Schwartz, the musical’s creator said the story ‘resonates with many Jewish people’s experience’ as ‘outsiders.’

Elphaba’s story illustrates how name-calling, social exclusion and other forms of bullying can create lasting damage. Many can relate to being forced to develop independence and a strong will, but still suffering from insecurity and poor self-esteem. Elphaba has learnt not to care about her about her



M & A

SPOTLIGHT

WICKED

Continued...

appearance, preferring to disappear into the shadows, while still standing up for herself when facing injustice.

Glinda Upland is an ambitious natural leader, comfortable with pursuing new opportunities and expressing her femininity as a source of strength. She loves everything pink, pretty and ornate. She also descends from nobility and is an expert in building her reputation, with her much-loved solo 'Popular', in which she explains the importance of charisma for success in any field (such as office politics). While initially portrayed as a slightly annoying, occasionally spiteful, ditzy, girly girl and queen bee, Glinda is ultimately caring. Glinda shows us not only how confidence and social stature cannot be ignored, but also how strong leaders come in different forms. In the real world, women who like heavy makeup, wear bright colours and style their hair can become commanders, without having to hide those aspects of themselves. However, her character also shines the spotlight on our own biases of the beautiful, talented and charismatic people we view as perfect, admirable and 'good'.

Even in real life, some have tried to cause division between the movie's stars Erivo and Grande, with rumours surrounding the co-star's salaries. Fans had been discussing claims that Grande was paid \$15m compared to just \$1m paid to the lead Erivo. Universal Studios addressed the rumours, affirming that both actors received the same pay for their work.

There are many lessons we can take away from Wicked's complex characters who challenge our unconscious biases. Their collaboration demonstrates the power of unity and the importance of supporting one another, even in competitive industries. The film's success also highlights the growing demand for more inclusive and empowering narratives that challenge traditional stereotypes and celebrate the strength and complexity of female characters.



Helen Poon

Corporate development
& strategy, Accenture

MEMBER MUSINGS

An insider's guide to PE buy and build strategies



**Member Elissa von Broembsen-Kluever,
Partner and MD at Omni Partners**

Earlier this year at Omni we hatched a plan to execute a Govtech buy & build strategy. Execution of buy & builds is never easy. The first challenge is to identify the right sector at the right time. Then comes the unenviable task of finding vendors willing to part ways with the businesses they've built through blood, sweat and tears, often over decades. After that you have to convince vendors to sell to you on the right terms. And once terms are agreed, you still have deals to close, 100-day plans to implement and all of the challenges inherent in integration.

We commenced our process by collating a target list of founder-owned businesses in the Govtech space. Our goal was to build a pipeline of off-market transactions. This meant we were looking predominantly at smaller companies. We knew that working without the assistance of advisors also meant we'd have to properly roll-up our sleeves during diligence. Despite these challenges we felt the benefits of more attractive entry multiples would be worth it.

The UK public sector is under immense pressure, increasingly having to do more with less. Citizens' demands are growing as budgets decline, putting government agencies and departments in a challenging position. The need for the public sector to identify operational efficiencies and new revenue streams has never been greater.

At the same time, many historic buyers of smaller public sector-focused software companies have become too large to consider acquiring smaller companies. For software consolidators like Access or Civica, lower mid-market bolt-ons don't move the needle. This leaves many founders hungry for support and investment.

MEMBER MUSINGS

Our first course of action was to find our initial platform investment. This company needed to have the backbone to serve as the springboard to execute the buy & build. We quickly agreed terms with Pamela Cook, the impressive (and female!) CEO of Infoshare, a company focused on data management solutions for the public sector. Pamela realised that Omni knew the Govtech space inside and out and would represent the perfect partner for her long-standing business.

Working towards a mid-October deal close on our platform investment, we were on the clock to find a second acquisition. We heard that the Chartered Institute of Public Finance and Accountancy (CIPFA), the public sector accounting body, wanted to divest two of its software assets – AssetManager.net and CIPFAstats+. With both software solutions relevant for local authorities and blue light, we quickly identified the potential benefits of consolidating everything under a new corporate banner – Infoshare+.

By integrating Infoshare's technology and vast data expertise with CIPFA's trusted software assets, Infoshare+ aims to help local government and other public sector clients improve service efficiency, data accuracy, asset management and performance benchmarking, as well as produce data analytics and insights.

Having already identified a third leg to bolt-on, we're working hard to close before the end of the year. The work doesn't stop there. We have a short-list of targets in the Q1 pipeline and hope to complete two more acquisitions by the end of March.

With the foundation of three strong deals, the rest of our strategy follows the same playbook.

- ✓ **Focus** on companies providing mission-critical software into the public sector.
- ✓ **Engage** with companies offering the best solution for the task at hand.
- ✓ **Proceed** when it's clear that tangible cross-selling opportunities exist.
- ✓ As long as we **stay true** to this approach, reaching scale is only a matter of time.



THE MONTH'S TOP 6 M&A ARTICLES

* Private equity in TMT: Investment and value creation strategies

Richard Shaw of Growth Capital Partners, Katya Hawrylak of Vespa Capital and Henry Alty of MML Capital Partners discuss TMT strategy as well as specific sub-sector focus areas (including AI) and why TMT remains a core investment pillar for PE.

[Click here](#)

* November fashion, luxury and life-style M&A round-up

A “behind the seams” look at the latest M&A updates in luxury fashion from the Penningtons retail team

[Click here](#)

* ‘PE sector can take Budget tax changes on the chin’

Shoosmiths’ recent piece in the FT on the recent tax changes and how private equity will continue to be a great option for business and business owners alike.

[Click here](#)

* An M&A lawyer’s top sellside tips

Key takeaways from Jayne McGlynn’s keynote at Arrowpoint Advisory’s recent Women in Business lunch.

[Click here](#)

* ESG: What are the opportunities for consultants in a maturing sector?

Summary of the recent Panel Discussion hosted by Grant Thornton at their annual Sustainability Services M&A dinner.

[Click here](#)

* Key M&A and fibre fundraising trends for H1 2024

Acuity Advisors’ H1 2024 review of M&A activity across the Telecoms, Cloud and Managed Services sector in the UK and Ireland, with analysis of key trends in M&A and fibre fundraising within the sector.

[Click here](#)

MEMBER BENEFIT PARTNER INTRO

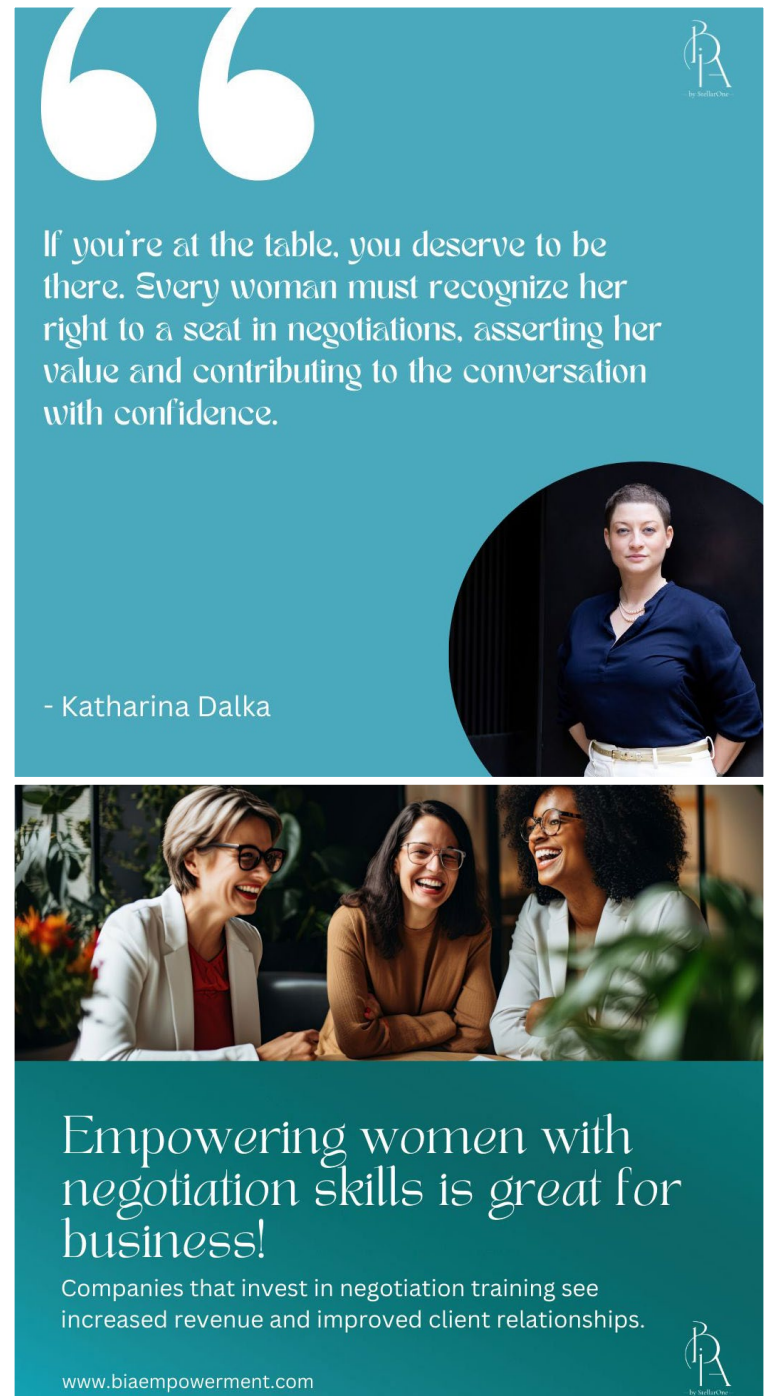
Introduction to Member Benefit Partner, BIA by StellarOne

Negotiation is a part of our daily lives. Occurring frequently and, at times, without us being fully aware.

It's about finding common ground, comprehending different perspectives, and achieving suitable outcomes for all.

Led by March member Katharina Dalka, BIA by StellarOne - Assertive Female Negotiation Training is a negotiation training course designed by women for women. The BIA mission is to empower women with negotiation skills that go beyond the workplace.

Both March and BIA by StellarOne - Assertive Female Negotiation Training believe in the power of creating opportunities and choices to improve lives, whatever this might be for you, so we are delighted to include them as part of our curated list of member benefits.



If you're at the table, you deserve to be there. Every woman must recognize her right to a seat in negotiations, asserting her value and contributing to the conversation with confidence.

- Katharina Dalka

Empowering women with negotiation skills is great for business!

Companies that invest in negotiation training see increased revenue and improved client relationships.

www.biaempowerment.com

March Women members have access to an exclusive member benefit scheme, thoughtfully curated for the accomplished professional woman. Elevate your personal and professional journey with premium offerings like bespoke business coaching, award winning skincare, nutrition guidance, and sleep wellness products. Complement your lifestyle with a selection of fine wines (still and sparkling), elegant non-alcoholic options, and on-trend clothes, accessories and gymwear.

M & A 101

VENDOR DUE DILIGENCE: THE UNO REVERSE CARD OF M&A

Clearly, every business buyer needs to develop an understanding of the asset it is acquiring, which is known as the 'due diligence' process. So, what is **Vendor Due Diligence**? Why would a **Seller** want to undertake this arduous and disruptive task? In the fast-paced world of M&A, the success of a deal often hinges on the quality, transparency and speed of information provided to potential Buyers. One tool that has gained prominence among sellers in recent years is the **Vendor Due Diligence (VDD)** Report. Unlike buyer-driven due diligence, which focuses on uncovering risks for the acquirer, VDD is a seller-initiated process designed to enhance deal efficiency, build Buyer confidence, and maximize transaction value.

What is a Vendor Due Diligence (VDD) Report?

A VDD is a comprehensive review of a target company's financial, operational, legal, tax, and commercial standing, prepared by an independent third-party advisor on behalf of the Seller. The goal is to provide prospective acquirers with a clear and reliable overview of the business early in the process, preemptively addressing any concerns they may raise during the transaction process.

The report aims to highlight both the strengths and potential weaknesses of the business, ensuring full disclosure and a smoother transaction process. It is shared with potential Bidders as part of the initial data room or bidding process, allowing them to make informed decisions without needing to duplicate significant aspects of due diligence.

Why Use Vendor Due Diligence?

For Sellers, VDD offers several strategic benefits:

Trust-Building

Buyers are more likely to proceed confidently when presented with a detailed, independent assessment of the target company. By proactively disclosing risks and mitigations, the Seller establishes trust and minimizes Buyer skepticism.

Streamlining the M&A Process

VDD can improve efficiency by providing a standardized information set to all potential bidders, reducing the time spent on repetitive inquiries and parallel buyer-driven diligence efforts in a competitive process.

M&A 101

VENDOR DUE DILIGENCE: THE UNO REVERSE CARD OF M&A

Enhanced Deal Value

By identifying and resolving potential red flags before engaging Buyers, Sellers can prevent valuation markdowns and negotiate from a position of strength.

Competitive Dynamics

In an auction scenario, VDD ensures all bidders have equal access to accurate, high-quality information, levelling the playing field and potentially increasing bid competition.

Risk Mitigation

VDD allows the Seller to uncover and proactively address risks that could derail a transaction, ensuring these are managed before they become deal-breakers.

Challenges and Risks of Vendor Due Diligence

While VDD offers many advantages, it is not without challenges.

Perceived Bias

Despite being prepared by an independent third party, some Buyers may perceive VDD as biased toward the Seller's narrative, after all, no one is going to pay to release a damning and incriminating VDD report (would you let your friends create a Hinge profile detailing your snoring?).

Cost

Preparing a VDD report can be expensive and time-intensive, particularly for complex businesses with operations spanning multiple geographies.

Incomplete Coverage

Bidders will likely still conduct their own due diligence to validate or supplement the findings in the VDD report, leading to duplicated work.

Disclosure Risks

Going too far and over-disclosing sensitive or proprietary information during VDD could weaken the Seller's position or provide an undue advantage to market competitors.

Vendor due diligence reports are a powerful tool for Sellers, enabling them to take control of the transaction process and present their business in the best possible light.

By investing in a well-prepared, independent VDD report, Sellers can foster Buyer confidence, and ultimately achieve better deal outcomes. In today's competitive M&A landscape, vendor due diligence has become a must-have for Sellers looking to gain an edge and shorten transaction timelines.



Helen Poon

Corporate development
& strategy, Accenture

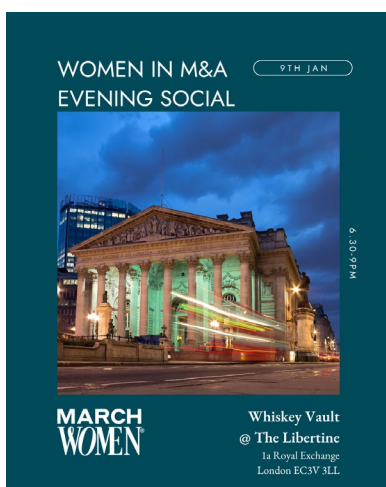
EVENTS CALENDAR

Guests are very welcome to join one event for free before becoming a member of March Women. Additional events may be announced at our discretion.

Sign up to all events in the online member community

MEMBER RSVP

RSVP LINKS FOR JANUARY EVENTS OPEN TO GUESTS



9th Jan: Evening social, Whiskey Vault at The Libertine, Royal Exchange 6.30-9pm

Pop in after work (or Van Gogh) for a no-agenda evening social.

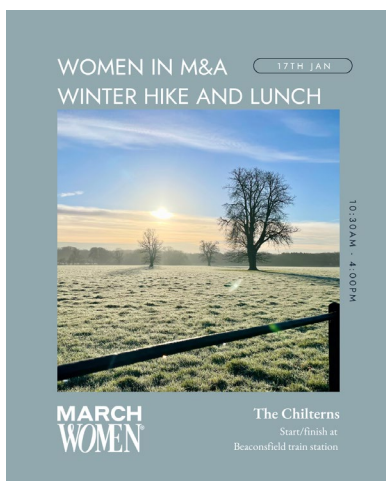
RSVP



15th Jan: Breakfast social at The OMP Club, 8.30-10.30am

Join us for the first breakfast social of 2025.

RSVP



17th Jan: Winter hike and lunch, 10.30am-4pm

Back by popular demand, we'll be returning to the Chilterns for an invigorating winter hike followed by a hearty pub lunch in Britain's "oldest pub" (with a roaring log fire).

RSVP

EVENTS CALENDAR



22nd Jan: Charity gala dinner at Ochre, the National Gallery, 6.30-11pm

Limited guest spaces, sign up now to the waitlist to be notified when spaces open up.

WAITLIST

Winter programme Jan- Feb 2025

Further events may be announced at our discretion.

Winter programme January - February 2025

Upcoming events, TBC dates to be released soon.

January

9th January: Van Gough exhibition at the National Gallery*

30th January: Roundtable breakfast at Fox Williams, discussing financial services M&A*

February

5th February: Lunch social

12th February: Bake-off social evening*

Date TBC: M&A Roundtable*

26th February: Breakfast social and panel event

*Members only