ARE YOU FINDING THE SKELETONS IN THEIR CLOSET?

A discussion about diligence research led by Liz Peoples
AGENDA

- What is Diligence Research?
- How is Diligence Research Relevant?
- How Information Professionals play a strong role
- How to conduct diligence research
- Lexis Diligence Application
BACKGROUND OF DILIGENCE

Due Diligence:

- **Background - Securities Act of 1933**
- **Standard Practice**
- **KYC – Know Your Client**
WHAT IS DILIGENCE RESEARCH?

Due Diligence:

1) an investigation of a business or person prior to signing a contract, entering into an alliance

2) at its most basic level, the process and act of acquiring the necessary knowledge about a company, person, or product
WHERE TO LOOK

- News
  Find both the positive and the negative aspects of the entity to insure a sound reputation
  - Positive
  - Negative

- Financials
  Is the entity of a sound financial nature?
  Industry Status
WHERE TO LOOK

- **Regulatory**
  Is the entity in violation of any regulatory guidelines?

- **Legally**
  Has there been any previous adverse litigation involving the targeted entity?
WHY LOOK AT ALL?

Regulatory Guidelines

- US Foreign Corrupt Practices Act (FCPA)
- UK Bribery Act
- Financial Action Task Force (FATF)
- OECD Guidelines for Multinational Enterprises
March 14, 2014
- Sanofi slapped with €28M bribery fine for former German employees' scheme – Fierce Pharma

September 19, 2014
- China Fines GlaxoSmithKline Nearly $500 Million in Bribery Case – NY Times

June 30, 2014
- BNP Paribas Admits Guilt and Agrees to Pay $8.9 Billion Fine to U.S. – NY Times

October 2, 2014
- Former Petrobras Director Agrees to Pay Back $28.5M – High Beam Research
We come to the table with solid research skills

Training and Background

Research Method / Systematic Process

Content Evaluation

Competencies of Information Professionals
Demonstrate expert knowledge of the content and format of information resources, including the ability to critically evaluate, select and filter them.

Researches, analyzes and synthesizes information into accurate answers or actionable information for clients and ensures that the clients have the tools or capabilities to immediately apply these.
LET’S TRY IT OUT
Do you want to learn more about Lexis Diligence?

Want to chat about the presentation?

Email Mary!
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Let’s connect:
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