



# Due diligence: evaluation of risk & opportunity

Industries, Functions & Roles:

All industries

M&A Advisory

M&A Project Team

## > The business challenge

The acquisition of a huge data heavy firm can lead to an unimaginable amalgamation of all sorts of information which needs to be scrutinized with a fine-tooth comb. The aim is to establish both the quality and value of the data to be acquired, as well as quantifying its potential for risk.

## > Solving the business challenge with Exonar Reveal

1. Discover the entirety of the acquiring data estate using Exonar Reveal data discovery product
2. Identify structure of data to understand the shape of the data estate
3. Identify a sample of types of sensitive data that pose a risk or represents value within the purchase.
4. Quantify both the value and risk within the data and report to the due diligence program as appropriate



"We recently helped one of our major customers solve the challenge of how to assess the structure, risk and value of data being combined during a merger/joint venture."

Danny Reeves, CEO, Exonar

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## > The importance of knowing what you're acquiring

£8.9M

Average M&A due-diligence costs



£400k

Average cost of basic data due diligence investigations



75%

Potential cost saving of data discovery as part of due diligence



300%

Improvement in depth and quality of data revealed, as an asset and a risk using data discovery

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12\*<sup>x</sup>

Improvement in quality of data due-diligence for a given spend

\*Exonar Analysis, August 2020.

Related technologies and partners:

Access Control

DLP

Encryption

Redaction

Related use cases:

Data Governance UC-2.1

Privacy & Regulation UC-3.1

