

**DUE DILIGENCE AND THE BUSINESS TRANSACTION:
GETTING A DEAL DONE**

Isaac Kearsse

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Due Diligence | Definition of Due Diligence by Merriam-Webster

Due diligence can too easily be rushed in the flurry of activity to get a deal done, but it plays a significant role in the deal process. to public company transactions where due diligence is undertaken confidentially and before any offer is made.

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But the same principles apply in private transactions. Based upon inputs from our clients, we can provide a high-level estimate of transaction values to assist our clients in setting or negotiating an initial contract price.

In those cases due diligence process management becomes more complex and less Robert D. For instance, confirming the company's current and projected revenues is important to.

Two lessons to take away from the construction of the ABB Due Diligence Plan: E facilitate transactions of any size – from thousands of dollars to multi-million dollars, and everything in. Ongoing monitoring acknowledges the reality that even though a subject may have been cleared during pre-investment due diligence, time and circumstances can change.