



#### CORE COMPETENCIES:

DATA PRIVACY  
DISCOVERY LIAISON  
DISCOVERY MANAGEMENT  
DISCOVERY PROTOCOLS  
EARLY DATA ASSESSMENT  
EXPERT WITNESS  
INFORMATION GOVERNANCE  
INTERNATIONAL DISCOVERY  
LEAD DISCOVERY COUNSEL  
LEGACY DATA REMEDIATION  
LEGAL HOLD POLICIES  
LITIGATION RESPONSE PLANS  
**MERGERS AND ACQUISITIONS**  
NATIONAL DISCOVERY COUNSEL  
PRESERVATION ORDERS  
PROCESS IMPROVEMENT  
RECORDS MANAGEMENT  
RULE 16 HEARINGS  
RULE 26(F) CONFERENCES  
SOCIAL MEDIA  
SPECIAL COUNSEL  
SPECIAL MASTERS  
TECHNOLOGY MAPPING  
VENDOR MANAGEMENT

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REDGRAVELLP.COM

## MERGERS & ACQUISITIONS

### STRATEGIC INSIGHTS

The “information economy” has unveiled a host of new and exciting opportunities for organizations around the world. At the same time, the advancement of technology, the proliferation of data and the growing body of law related to information management present new challenges that must be addressed. Understanding how to leverage these opportunities, while simultaneously managing your organization’s financial, reputational and legal exposure is critical to defensible and profitable business practices.

This is certainly true in the context of corporate mergers, acquisitions and divestitures, where adopting a solid Information Governance framework is one of the soundest investments an organization can make. Indeed, it is during the buying, selling, combining or closing of different companies that data, documents and records become the lifeblood of the organization.

The team of legal and technical professionals at Redgrave LLP is skilled at helping clients defensibly address these types of challenges. We aid Outside and In-House Counsel, Records and Information managers, compliance and due-diligence teams, IT professionals and executive leaders in understanding their current and future information environments. We also help develop and implement policies and practices that will holistically support M&A transactions and information transitions. Collectively, we help clients answer questions such as:

- What information assets and liabilities are you acquiring or divesting?
- Where does this information reside, especially in a world of distributed data and cloud computing?
- Who has access rights to the information before and after the transaction?
- What contingencies exist in the case of latent liabilities?
- How can you use data analytics to assess, identify and measure unknown or uncertain risks?
- What data can be defensibly disposed of before and after the transaction?
- How do you integrate disparate Records and Information Management programs?
- What will the Records Management program look like after the acquisition?
- How will the combination of different data systems impact Information Governance efforts going forward?

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#### **TAILORED SOLUTIONS**

Information Law is comprised of the legal and technical advice, business strategy and legal representation needed to support an organization's immediate and future legal, regulatory and operational requirements with respect to Information Governance. Because the Redgrave team focuses **exclusively** in the area of Information Law, we are well-positioned to provide insightful and strategic legal advice before, during and after corporate mergers, acquisitions and divestitures, including:

- Integrating and consolidating records and information programs of separately-functioning business units
- Identifying and assessing data assets
- Consolidating disparate policies, procedures and practices (including RIM Policies, records retention schedules, departmental personnel and practices)
- Overseeing Information Governance adoption processes for acquired companies, including corporate and government mandates
- Counseling organizations on industry-specific record-keeping responsibilities
- Defining and outlining record keeping roles and responsibilities
- Consolidating litigation readiness practices between the companies (including legal hold practices, eDiscovery policies and processes and the identification of litigation target data sources)
- Coordinating eDiscovery approaches across cases and between companies

In short, Redgrave LLP's Merger and Acquisition practice supports companies through the design and implementation of successful Information Governance programs and policies before, during and after such transactions take place, enabling executive and legal teams to focus on the business tasks at hand, and preventing costly mistakes resulting from the mishandling of information that dilutes the success of transactions and return on investment for stakeholders.

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