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Regards

--David Sim
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In today's marketplace value creation has to be the driver behind due diligence and this rules out the normal accountancy firms. Operational DD is now becoming the norm - understand what you are buying, not just from a financial perspective but from how a business actually works - again do not use specialists in the sector but use specialists in process and people. Understand these and you will quickly find the value creators.

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The person who is conducting the Operational due diligence should be able to forsee whether the existing processes and people with some or no modification can acheive the desired result as mentioned in the business plan... The person doing the financial DD should be able to forsee whether the macro political-economic factors are conductive to derive the return on investment in a given territory as projected in the financial projections.. When ODD and FDD are in sync to goahead with the deal, value creation is bound to happen..

Cheers

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