

## CASE STUDY

# BDO transforms due diligence process with Admincontrol data room

Discover how BDO has used Admincontrol data room to streamline its M&A advisory service during a period of unprecedented deal-making.



### Growth brings new challenges

BDO Finland's Corporate Finance and Transactions teams have grown rapidly in recent years and BDO was named the most active M&A advisor globally in 2020, 2021 and 2022.<sup>1</sup>

As a result of this success, the organisation has faced new challenges.

Nora Ritala, Senior Manager in BDO Finland's Corporate Finance team, explains: "When I first started at BDO five years ago, typically we worked on one deal at a time. Today, we work on between 5-10 deals concurrently. That's a huge uplift in workload that we've had to adapt to."

To address this issue, BDO expanded its team and restructured to create a new specialism in transactions. Just as importantly, BDO recognised that it needed to change the technology it used to create data rooms for due diligence.

“ We knew we needed a dedicated data room solution that would help us provide a faster, more efficient service that accelerates the due diligence process. ”



**NORA RITALA**  
Senior Manager  
BDO Corporate Finance Team



BDO provides global accounting, tax and advisory services and is a world leader in M&A transactions. In 2022, the BDO Corporate Finance team completed 2,095 deals globally with a total value of EUR 108 billion.

"Only four years ago, we were using a range of ad hoc file sharing and collaboration platforms for creating data rooms that were not designed for the purpose," says Nora. "While this worked to some degree, we knew there were issues with security and protection of our clients' most confidential data."

"We also found that setting up and managing data rooms was taking up too much of our time. The solutions we created also lacked functionality: for example, we couldn't easily see if buyers' questions had been answered. For our own productivity, and for the benefit of our clients, we knew we needed a dedicated data room solution that would help us provide a faster, more efficient service that accelerates the due diligence process."

### Data room solution

BDO trialled several different specialist data room solutions before it decided to partner exclusively with Admincontrol.

"I was impressed immediately with how easy the Admincontrol data room is to use and how quickly you can set it up. We can now provision a new data room for our clients within minutes. Previously, this process would take our team days."



“ The functionality within the data room is impressive too. The Q&A feature is particularly useful. Everything is in one place, you can easily check which questions have been answered, and nobody asks the same question twice because everybody can see the work that’s already completed. All this means we’re able to eliminate bottlenecks and speed up the process that leads to a successful deal. ”

“The Admincontrol data room also has an intuitive layout and provides a seamless experience for our clients. Once we have them up and running they can manage the data room themselves – which many of them do – or we can manage the service for them if they choose.”

“We also valued the support and help we received from our Admincontrol contacts from the moment we started working with them. They provided us with excellent training, were always on hand to answer any questions we have, and are still very proactive with support and information on any updates we need to know about. All these factors were key to our decision to choose Admincontrol.”

1 PitchBook Annual Global M&A Report (2020, 2021 and 2022)

### Impact on productivity and efficiency

Since adopting the Admincontrol data room solution, Nora says there have been many benefits that have helped BDO improve the quality and efficiency of the service they provide around M&A deals.

“The rapid set up saves a lot of hours compared to the way we used to work,” says Nora. “That gives us time back that we can use to add more value to our clients.”

“We can reassure our clients that the data room solution we provide is from a leading, specialist provider of data rooms that has security built into its DNA.”

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Looking to the future, Nora adds that she continues to enjoy a close working relationship with Admincontrol that will help to further transform the level of service and efficiency that BDO provides to its customers

“Currently, the Admincontrol team are working on developing an online demo area that we will use to educate our clients on the benefits of using a data room. Going forward, this will become a key part of our sales pitch that serves to highlight the overall value and professionalism of the service we provide.”