

CASE STUDY

TietoAkseli streamlines deal-making with Admincontrol data room

TietoAkseli has used Admincontrol data room to speed up due diligence and improve client service.



An opportunity to enhance service

TietoAkseli's Corporate Finance team handles the entire M&A process for its SME clients, from planning and valuation to legal issues and closing the deal. As with all areas of the TietoAkseli business, the team prides itself on providing a quality service supported by the best in modern technology.

Recently this led the company to explore new ways to manage data rooms required for the due diligence process.

"Previously we were using a combination of standard file sharing applications and email," says Tuomas Laukkala, a project manager in the TietoAkseli's Corporate Finance services team.

"We'd set this up for our clients, but we were aware that this kind of solution lacked workflow management tools and resulted in lots of email conversations that were difficult to track. This made the process time consuming for us and sometimes created bottlenecks for our clients.

“The Admincontrol data room has proved to be a highly practical, best-in-class solution that enables our customers to complete deals faster.”



TUOMAS LAUKKALA
Project Manager
TietoAkseli Corporate Finance Team

tieto
akseli

TietoAkseli is a Finnish company that offers a wide range of financial and business management services, including a Corporate Finance function that manages M&A transactions for small and medium-sized enterprises.

We also recognised that there were potential issues with security, particularly when you are sharing your most confidential corporate information via a vulnerable channel like email."

Data room solution

When Admincontrol provided TietoAkseli with a demo of its data room solution, Tuomas and his team were impressed with its functionality and saw the potential to provide a more efficient and secure service.

"We decided to start providing Admincontrol data room as an option for our clients because the software is easy to use and offers many ways to streamline, accelerate and secure due diligence processes," says Tuomas.

"We also saw that it could become a selling point for us that would help us meet our objective of winning more M&A business. Our ethos is about delivering the most professional and efficient service possible. Offering a dedicated data room that is specifically designed for the purpose shows our customers that we are delivering on that promise."



Impact

The majority of TietoAkseli's M&A customers now choose to use Admincontrol data room to manage due diligence and get deals done.

"It's a win-win situation both for our customers and for us, because everything is managed in one place," says Tuomas. "Our clients benefit from features like the Q&A module, which makes it much easier for buyers or sellers to post critical questions and document responses. Many of them also use the feature that enables them to easily redact files whenever necessary."

"From our perspective, setup is now much faster and less laborious. We simply make the request to Admincontrol and they set up the data room for our clients in minutes. Previously this could take us a few days. It's also easier for us to manage and oversee the transaction process – for example, we get notifications whenever a new question or response has been posted and can easily track workflows."

“ We decided to start providing Admincontrol data room as an option for our clients because the software is easy to use and offers many ways to streamline, accelerate and secure due diligence processes. ”

"Our customers can also be confident they are working in a secure environment where access is protected by vital elements such as Two Factor Authentication."

"Overall, the Admincontrol data room has proved to be a highly practical, best-in-class solution that enables our customers to complete deals faster. We also value the fact that Admincontrol's service is highly responsive and understands the time pressures that we sometimes face – which empowers us to provide the best possible service for clients. That's ultimately what we're here to do."

