

# Due Diligence and Investigations

Understanding risks early and having the mitigation tools to hand can transform adversity into opportunity.



## Why undertake Due Diligence and Investigations?

Due Diligence and Investigations enables a client to gain the necessary knowledge and insight in order to avoid or mitigate potential risks, particularly when doing business in emerging markets or unfamiliar environments.

Business checks and business investigations are crucial to safeguard reputation. All companies rely on vendors and suppliers to hold company information and provide goods and services. Vendor and Supplier checks can ensure that companies entrusted with your business are safe and effective.

Although Reputational Due Diligence & Investigations are often carried out in conjunction with legal and financial due diligence, there is a growing demand in emerging markets for independent reports, in order to fulfil the Foreign Corrupt Practices Act (FCPA) and Know Your Client (KYC) requirements.

## Key Services

Salamanca provide a number of individually tailored investigation services for private investors, investment funds, law firms, multinationals, business consultancies, risk management companies and real estate developers, including:

- Reputational Due Diligence
- Business Investigations
- Employee Screening
- Vendor and Supplier Integrity
- Counter Surveillance
- Information Technology Forensics

Our services include checks of: Criminal records and police files; credit ratings and financial profiles; insolvencies and bankruptcies; media profiles; corporate affiliations; business reputation and activities; watch lists, political analysis and discreet source enquires.

## Why Salamanca Risk Management?

International regulatory requirements, combined with high levels of corruption in emerging markets, make their own powerful arguments for using a specialist Due Diligence and Investigations Company.

Salamanca Risk Management provide clients with a greater level of transparency by undertaking due diligence, business investigations and checks on a potential or existing business partner, analysis of a complex situation, or research into effective ways of doing business in emerging markets.

Salamanca's established presence in Eastern Europe and Africa allows better management of an extensive network of sources and services an increasing client demand.

Our strength lies in an agile and flexible approach, coupled with highly professional management and experienced field teams. This has enabled us to establish an impressive portfolio and successfully adapt to evolving market conditions.



## Due Diligence and Investigations



### Methodology

**Project Management** – Salamanca draw upon an extensive network of human sources when performing any due diligence and investigation. Each individual report demands a specific team composition and structure and is managed by one of our experienced project managers.

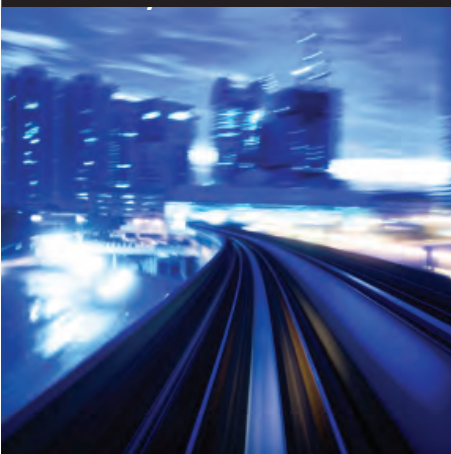
**Human Sources** – Salamanca’s network includes sources in a variety of fields including Judicial, Legal, Sector Specific Business contacts (national and international), Government, Media, Socio-Political & Economic Analysts, Security Services & Law Enforcement.

**Databases** – Salamanca use a number of proprietary databases and archives to access information in the public domain. This includes national level searches in the local language, as well as regional and international searches.

**Corroboration** – Salamanca structures its investigative process to ensure that information is corroborated by several independent sources.

**Report** – Salamanca will produce a concise, objective report specifically tailored to our client’s needs. We are also able to offer our opinion and recommendations, as well as post-project facilitation.

### Case Study



An international law firm representing a high profile multi-national company, contacted Salamanca for assistance with clarifying a deal that involved obtaining exclusivity rights for the distribution of a luxury product in an East European country. The deal had a complicated history that involved several interested parties including competing companies, local and national government agendas, the leakage of key inside-information to the media and the involvement of certain suspicious individuals.

Salamanca was able to gain confidential access to certain key stakeholders concerned and explain the various dynamics involved. This enabled the client to understand the necessary steps, along with the risks, and proceed with the deal, whilst maximizing the chances for success.