



Global interest in Australian M&As puts 24x7 pressure on Gilbert + Tobin

With a team of over 200 lawyers specialising in advisory and project management services for large commercial and government transactions, law firm Gilbert + Tobin frequently works with leading business, banking and other advisors from around the world in Merger and Acquisition (M&A) transactions.

To accelerate the dynamic information flows required by its clients in M&A activities, Gilbert + Tobin choose to outsource its data room requirements to Ansarada, whose online data rooms – available 24x7 and accessible from anywhere in the world – have been engineered specifically to manage and support the due diligence process in M&A deal flows.

Consequently, Ansarada's data rooms have housed some of Australia's most complex and confidential M&A transactions, including the \$5.5 billion recapitalisation of Publishing and Broadcast Limited's (PBL) flagship media assets, the Nine Network and ACP Magazines.

Not all online data rooms were created equal

Mike Solomons, Gilbert + Tobin's CIO explains, "Prior to meeting Ansarada, we had been using our own extranet and online deal room in deal flows, which worked adequately. But when we were introduced to Ansarada and had a demonstration of its facility, we were impressed by the speed and flexibility of the service as well as its advanced functionality."

"We are a multi-disciplinary IT function that needs breadth rather than depth in our skill set, so could see that outsourcing to the experts would fit our strategy. We could see Ansarada's offering wrapped neatly around our deal flow requirements – and that we could build a relationship with the team."



LAWYERS

Gilbert + Tobin selected Ansarada because they offer:

- Highest levels of data security
- Speed
- Responsiveness
- Reliable infrastructure
- Flexibility
- A clear understanding of major transactions
- A sliding scale pricing structure which caps at a certain value

"Ansarada's technology was developed on a user requirement model specifically for M&A transactions so it is far more flexible and easy to deal with than other technology products. We looked at alternatives that were nowhere near as good."

Andrew Bullock, Partner, Gilbert + Tobin

Ansarada scales to support PBL recapitalisation

Within a short space of time Ansarada had become a trusted partner for Gilbert + Tobin. "The first time we used an Ansarada data room it delivered a robust, fast service, proving to us that its online technology is reliable," comments Andrew Bullock, Partner with Gilbert + Tobin, who uses Ansarada's data room intensely during M&A projects.

When Gilbert + Tobin began one of Australia's largest ever transactions – recapitalising PBL's media assets – they chose Ansarada's data room to facilitate the information flows to the process participants. Andrew Bullock explains, "There were more than one million page impressions in the PBL data room. At any given time it contained hundreds of documents, many of which were over 100 pages each." Additionally there were often hundreds of individual data room users logged in, reviewing information simultaneously.