

Five Key Success Factors for Managing Transactions in Full Virtual Mode

The COVID-19 pandemic presents a challenging logistical environment for managing and closing transactions. Clients, partners, and bankers alike have had to quickly adapt their highly personalized and relationship-driven work to virtual platforms. Read on for five keys to success that the Alira Health team follows to manage transactions in full virtual mode.

Organize All Communications With Client Via E-Meeting Platforms

Keep all stakeholders connected through video calls for each project phase, including



Project kick-off



Creation of marketing materials



Process follow-up



Reviewing and comparing offers

Propose Appropriate and Secure Tools to Share Confidential Documents with Clients

Use electronic platforms for documentation sharing



Set up cloud system to share process documents with client



Build e-dataroom for due diligence by potential partners

Attend Virtual Conferences to Promote Transaction Opportunities

Create e-meeting opportunities to



Pitch transaction opportunity



Raise interest from targets

Manage Virtual Discussions Between Client and Partner Teams

Prepare client teams for optimal discussions with partner



Arrange video calls to train client teams for management presentation



Organize virtual visits of seller offices, labs, and manufacturing sites

Activate separate video conferences during negotiation calls to allow client teams to have live, but confidential discussions if required

Create Specific Processes for E-Signing and E-Closing

Develop tailored processes with client and partner legal teams to manage signing and closing in virtual mode



Please contact us for more information at info@alirahealth.com

Learn more about **our Transaction Advisory expertise**