

Advisory Services
Forensic Services

Corporate Intelligence (CI)

Driving informed decisions

Higher standards of corporate accountability, transparency and conduct raise the stakes of modern business decisions. The current environment of increasingly swift and severe regulatory enforcement demonstrates that “reps and warranties” are simply not enough. A confident choice requires being well-informed. But where should you turn to get this information? How is it sourced? Is it credible? What is relevant?

What is Corporate Intelligence?

Corporate Intelligence is the focused collection and analysis of facts and other information that responds to the needs of decision-makers and key advisors facing:

- major corporate actions
- high-stakes decisions
- complex dilemmas
- formidable risks
- or other significant considerations

Information is collected from various sources, including online information, highly specialized subscription databases, hard-to-find public records, and knowledgeable individuals. Experienced risk analysts extract key facts from the public domain and subject them to a rigorous analytical framework. This process connects disparate pieces of information, forming an illustrative and succinct story. The outcome supports the pursuit of sustainable business practices by promoting informed, confident decisions across all commercial contexts. By contrast, the costs associated with getting it wrong – from regulatory and legal fines to reputational and brand damage – can be significant.

Why Corporate Intelligence?

Our fact and intelligence-gathering techniques shed light on unfamiliar players and clarify complicated issues.

Our Clients have retained PwC CI to support the following contexts:

Compliance/Due Diligence

- Align business practices with the regulatory requirements of due diligence provisions according to global anticorruption frameworks, including the FCPA, UK Bribery Act, OECD Anti-Bribery Principles, and other major legal and regulatory drivers
- Identify and vet third party business partners
- Assess the reputation and track record of senior management/board of directors
- Assess potential risks posed by counterparties in domestic and cross-border transactions
- Corroborate an acquisition target’s or agent’s claims and representations
- Improve compliance with corporate governance and social responsibility programs



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<http://www.pwc.com/us/en/forensic-services/due-diligence-business-intelligence.jhtml>

Globalization – Market Entry – New Agent/Customer Pools

- Enhance knowledge of key players and stakeholders prior to market entry
- Study the integrity and sustainability of an international supply chain
- Consider a new JV, M&A opportunity, supplier, international service provider, or partner
- Improve positioning for major bids/tenders

Internal Investigations

- Test allegations relating to an internal fraud/commercial bribery scheme
- Investigate a whistleblower's allegations

- Isolate players involved and facts surrounding an incident
- Uncover related party transactions
- Obtain and prepare documentation for disclosure to regulators and government officials

Disputes

- Support strategic and legal decisions in an ongoing dispute
- Develop evidence and supporting documentation for litigation and arbitration processes
- Recover assets or verify beneficial ownership
- Pierce the corporate veil
- Respond to takeover bids, proxy fights or shareholder actions

Why PwC?

PwC's Corporate Intelligence Practice Group has a diverse and highly skilled group of professionals who are experienced in global information retrieval, analysis and reporting. Our multi-lingual group consists of career transparency/anti-corruption thought leaders, former multi-national company and multi-lateral agency compliance/integrity officers, internal and external legal counsel, financial investigations specialists, along with corporate intelligence practitioners and seasoned private sector investigators. We are distinguished by:

- Ability to access industry-leading research databases and analyze large data sets through prism of industry and country-specific knowledge along with deep understanding of legal/regulatory frameworks and compliance processes
- Capacity to quickly retrieve both online and on-site domestic/foreign public records, filings, and other public information sources
- An international network of well-placed human sources including business leaders, political insiders, and former law enforcement, intelligence and government officials who can provide critical primary source intelligence and commentary
- Cross-practice relationships and subject-matter experts that can advise on mitigation of risks, installation of control mechanisms and pursuit of investigative leads identified through corporate intelligence