



**Lex Mundi's German Member Firm Uses Global Network to Create
"One Stop Shop" Solution for German DAX 30 Company**

Submitted by Nörr Stiefenhofer Lutz

Linde AG, a German DAX 30 company and a client of Nörr Stiefenhofer Lutz, Lex Mundi's member firm for Germany, was preparing to sell its material handling business that consisted of three different brands with approximately 150 subsidiaries. The sale would require the preparation of a legal fact book and other vendor due diligence reports on select legal matters relating to the subsidiaries located in 15 jurisdictions around the globe.

Utilizing its relationships developed through Lex Mundi, Nörr was able to create a "one stop shop" approach that would coordinate the matter with member firms in France, the Netherlands, Spain, Sweden, Switzerland, and South Carolina.

Acting as the single point of contact, Nörr first worked with the client to establish the requirements for the layout and format of the reports, the timetable for completion of all items, the payment terms, and the liability limits required of the firms. Nörr then communicated with each Lex Mundi member firm to ensure an understanding and agreement of the client's needs. With each member firm on board, Nörr developed and implemented a uniform set of standards to ensure overall consistency in the formatting of the reports and the timely preparation and delivery of the work as well as to manage the billing of the client by each member firm.

"It is remarkable that assembling the team and arranging all the formalities required only three days," said one lawyer with the firm.

The sale successfully closed later that year for about EUR 4 billion. The client was very impressed with the overall management of the matter and the work product, saying that the





coordination across the member firms was so seamless it was like working with a single multi-national/international law firm.

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