



Successful Client Solutions

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

Linde AG, a German DAX 30 company and a client of Noerr LLP, 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, Noerr 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, Noerr 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. Noerr 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, Noerr 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.

Lex Mundi is the world's leading network of independent law firms with in-depth experience in 100+ countries. Through close collaboration, our member firms are able to offer their clients preferred access to more than 21,000 lawyers worldwide - a global resource of unmatched breadth and depth.

Lex Mundi - the law firms that know your markets.

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