

CASE STUDY



Profiling Key Executives of Private Equity Firms



• OBJECTIVE AND SCOPE

The client, a US-based corporate law firm, sought Benori's support to profile private equity firms' executives to understand the following:

- Overview of their position and roles/responsibilities in their current organization, along with the area of expertise and practice
- Coverage of key activities in which the executives participated, including speaking engagements, panel discussions, conferences attended, media appearances, and others





● APPROACH

The study was conducted through exhaustive secondary research and focused on gathering information on the executives in private equity firms. Benori explored the company websites, LinkedIn profiles, paid databases, and other credible secondary sources to gather insights on the executives. The information collated through desk research was consolidated to generate relevant insights.



● METHODOLOGY



Secondary
Research



Primary
Research



Data
Modelling

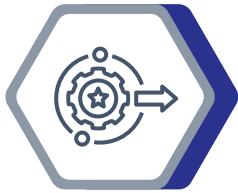


● IMPACT

The research supported the client in:

- Identifying the key domains/practice areas that are crucial in propelling the business forward
- Targeting events/platforms that can be leveraged for professional engagements, where the firm can present its opinion on the relevant subject matter and expand its network





• SAMPLE OUTPUT

Overview

Law Firm Name	Company XYZ
Name of the Head	Mr. ABC
Designation	Chair, Corporate Department
Practice Area	Mergers & Acquisitions, Private Equity, Private Equity Buyouts and Other Investments, Intellectual Property, Capital Markets, Corporate Governance, Healthcare & Lifesciences, FinTech
Speaking Engagement(s)	<ol style="list-style-type: none">1. Getting Deals Done in a Protectionist World, Tulane University Law School (Mar 2020)2. Merger Litigation, Cambridge Forums, Forum on Securities Litigation (Oct 2019)3. Recent Industry Legal Developments, Harvard Law School, Private Equity in 2019: Reflections on the Current Industry Environment (Apr 2019)4. Continuing Impact of Appraisal Rights (Mar 2018)

Additional Details

Panel Discussions	<ol style="list-style-type: none">1. "The 'Ins' and 'Outs' of Dealing with Activists" regarding how activists' approach public companies and best practices for managements and boards to effectively engage with activists as well as other shareholders.
Media Appearances	<p>Publications:</p> <ol style="list-style-type: none">1. What Happened at COP26? The Glasgow Climate Pact and Other Key Developments (Nov 2021)2. Back to Work: Protect Directors Too (Jun 2020)3. Projecting Performance in the Age of COVID-19 (Apr 2020)4. Present Tense: Allocating the Evolving Risk of COVID-19 in M&A Transactions (Mar 2020)5. Bloomberg Law: What the FRB Non-Control Proposal Means for Activist Investment in Banks (May 2019)6. European Funds Comment: What Public Company Boards Can Learn from Private Equity (Mar 2019)7. Harvard Law School Forum on Corporate Governance and Financial Regulation: Appraisal Rights: Navigating the Maze After DFC Global, Dell, and Aruba (Apr 2018)

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