

# Midaxo Workspaces

The Secure Solution for Isolating Deal Teams  
While Enabling Powerful Global Reporting  
and Sharing of Best Practices

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During corporate dealmaking, it is sometimes necessary for compliance, confidentiality, or other business reasons to isolate corporate development teams and their deal flows. In those cases, maintaining security and confidentiality is paramount. One careless click of a mouse could sink a deal or cause regulatory or operational chaos and long-term damage to a company's reputation and prospects for success. Being able to view the status of the deal flow across all the isolated teams may be necessary, though, to successfully manage your business.

## Midaxo Workspaces

Midaxo Workspaces eliminates the concern of inadvertent disclosures while enabling global visibility and reporting and the sharing of best practices. Workspaces enables organizations managing multiple deal teams to segregate data and workflows and protect confidentiality. At the same time, it streamlines communications and offers senior management visibility into all ongoing dealmaking activities organization-wide across all deal teams.

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Workspaces completely segregates teams and their workflows, so there is zero chance of accidentally disclosing confidential information or mixing up different portfolios. For some companies, isolation might not be a concern, but for many organizations it could be a crucial consideration. Accidentally divulging confidential information could have a negative impact on their company for a long time.

With Workspaces, each separate team within a larger organization has its own unique environment, which gives them access to the data in their deal pipelines but prevents them from accessing data within the pipelines of other groups. Each team can enter their own deal data and process steps, but only the organization-level corporate development team has visibility into the data from all the groups.

## Greater Visibility, Consistent Communications

Workspaces gives organization-level corporate development teams greater visibility into how subsidiary groups are doing. This enables team members to quickly gain valuable insights and identify potential risks. Who's in charge of a particular project? How many targets are in the pipeline? Do we have enough prospects? With Midaxo Workspaces, the answers to these questions are only a few clicks away for the senior management team.

By providing a single source of truth, Workspaces enables corporate dealmaking teams to communicate clearly and consistently across the enterprise. An organization can also share best practices, playbooks, reporting requirements, and language across the entire enterprise while retaining complete confidentiality between teams. For example, a corporate M&A team could dictate best-practices playbooks on due diligence and integration to all its divisions at once, instead of having to communicate separately with each individual business unit. This can be a huge time-saver and result in more accurate and consistent communications across the organization.

By enabling clear and consistent communications, Workspaces increases the confidence and conviction of everyone engaged in the dealmaking process. Nobody is guessing what's expected of them, what language or structure to use, or what the reporting requirements are. It gives users confidence they are delivering what the organization needs them to deliver.

Workspaces also makes it easy to generate global reports – including charts, graphs, and other visual data – and to tailor those reports for different internal stakeholders. Instead of having to spend days or weeks sifting through reports from multiple business units and consolidating the information, Workspaces enables enterprise-level corporate development teams to generate monthly or quarterly reports with a few clicks of a mouse.

## Who Benefits?

Workspaces can benefit any organization operating in the dealmaking space, from enterprises to private equity (PE) firms to consultants that need to isolate the deal flow for some or all their deal teams or business units. Some examples:

- Enterprises with multiple business units that must be isolated for legal, privacy, or other reasons yet require global visibility to effectively manage their overall business

- Enterprises with sensitive deals – such as a large divestiture – which must be kept in strict confidence during planning
- Private equity firms that want to provide a tool to their portfolio companies that isolates each business but enables sharing of best practices and global visibility into the acquisition activities of the portfolio
- Consulting firms working with multiple clients that need to keep the deal pipelines for each client isolated from each other while enabling senior management to access a rolled-up view of all clients and resources

## Conclusion

With Workspaces, Midaxo provides a dealmaking software solution unrivaled in the market in terms of security, efficiency, and versatility. Other companies offer products that are capable of segregating data from multiple teams, but they are more complicated to use and the results are a lot messier. Only Workspaces offers the capability of securely managing multiple teams within a single instance of the application yet isolating the teams from each other.

For organizations managing multiple pipelines that value security and confidentiality – and the confidence and peace of mind that comes with that security – Workspaces is an essential tool. Get started today by scheduling a **demo of the Midaxo platform**.



### About Midaxo

Midaxo is the leading corporate dealmaking productivity platform. Digitally transforming the dealmaking process, Midaxo leverage automation and AI and machine learning to deliver breakthrough dealmaking productivity gains while decreasing risk. The modular Midaxo SaaS platform can be configured for each customer to enable corporate development and M&A leaders at large and medium enterprises and Private Equity-backed companies to find, evaluate, and deliver value from new assets with unprecedented speed and accuracy. The CRM module makes it easy to identify and manage 5x more targets. The collaborative due diligence module reduces diligence time 50% compared to traditional approaches. The integration module provides structure for post-merger integrations, accelerating time to value up to 40%. The platform functions as the system of record while reducing risk throughout the acquisition process. Midaxo customers include Ascensus, Banner Health, Cognizant, Daimler AG, iProspect, Professional Services Co., and United Site Services. For more information, visit [www.midaxo.com](http://www.midaxo.com).