



CASE STUDY

3 Days to Deadline

The Situation

A worldwide communications giant acquired a U.S. company which included 12 hires across five countries in APAC and the Americas. It wanted to keep the acquisition intact as its own unit, rather than hire through any of its other divisions, and hence needed a solution to hire the non-U.S. employees.

The Problem

All employment offers needed to be ready on the date of the deal announcement so that local managers could discuss the situation with the newly acquired employees. However, with strict confidentiality surrounding the deal, employment data was not available until only a few days before deal close.

Our Solution

Globalization Partners had the bench strength to review data and prepare all offers within a matter of only a few days by assembling an in-house cross-functional team. The client's corporate development team was focused on much bigger issues, so they valued having the Globalization Partners Deal Team take over this aspect of the deal for them. The client's team was also targeted on how many of the employees it retained in the acquisition. The employees were engaged through our subsidiaries on an ongoing basis, eliminating the need for the communications company to establish its own subsidiaries.

The Outcome

All job offers were ready to go on the day of announcement of the deal, and Globalization Partners helped the client secure 100% acceptance across these five countries. Globalization Partners continues to support this client with global employer of record services.

Thank You

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