

MERGERS AND ACQUISITIONS

Our clients can confidently decide whether to acquire, or merge with, a competitor. Our skilled analysts can expose the hidden problems posed by such transactions via their profound insight and their knowledge of local risks. Our clients are provided with a complete risk assessment of the assets being acquired and of the management teams involved, as well as the concomitant commercial and political relationships. This enables them to focus on successful integration.

With our international investigative, analytical and consultancy capabilities, we can help by providing:

- Due diligence in relation to business surveys and intelligence-gathering
- Analysis of the political and security-related factors.
- Crisis management, involving training in relation to fraud, corruption and business continuity, particularly where differences in business practice or ethical standards exist.

兼并和收购

我们的客户，可以放心自信地决定是否收购，或者合并其竞争对手。通过其深刻的洞察力和对当地风险成因的认知，我们经验丰富的分析师能揭露如有隐藏问题的此类交易。我们将向客户提供一个完整的风险评估，包括收购资产和参与的管理团队，以及伴随而来的商业和政治关系。这使他们能够专注于成功整合。以我们的国际调查，分析和咨询能力，我们可以帮助提供：

- 尽职调查有关商业欺诈，腐败和调查和情报收集
- 政治和安全性等相关成因的分析
- 危机管理，提供相关的培训包括商业欺诈，腐败受贿以及商业连续性，尤其是在业务实践或道德标准中存在的差异。

EXTERNAL EXPANSION

Pressure from competition and from their own objectives is requiring companies to look for new markets. Such services can include:

- An analysis of the political and security-related risks analysis.
- Business surveys and intelligence gathering
- Training
- Crisis management
- Security management

外部业务的扩展

由于来自企业竞争以及其资深目标的压力，迫使有些企业需要寻找新的市场。我们提供的服务包括：

- 政治和安全风险分析
- 商业调查和情报收集
- 相关培训
- 危机管理
- 安全管理

KNOWLEDGE OF BUSINESS PARTNERS

Risks relating to business partners around the world, whether in joint ventures or standard supplier/customer relationships, are often seriously underestimated.

We enable our clients to gain an upper hand in these relationships and thus to proceed in full knowledge of the facts. Business surveys and intelligence gathering: professional conduct and managerial integrity, as well as the wider corporate culture of potential business partners and potential conflicts of interest, are aspects that we investigate, and we implement anti corruption, fraud and money-laundering procedures

对业务合作伙伴的认知

来自于有关业务合作伙伴的风险遍布全球，无论是合资企业或是标准供应商/客户关系，这些风险往往被严重低估。我们将使我们的客户，在这些关系利益中获得有利地位，从而进一步充分了解事实。我们致力于商业调查和情报收集，专业操守与诚信管理，以及更广泛的企业文化，包括潜在业务合作伙伴和潜在的利益冲突，这些领域都是我们的研究重点。此外，我们在实施反腐败，欺诈和洗钱程序上也有一定研究。

GOVERNANCE AND CORPORATE INTEGRITY

Some of the most damaging cases of corporate fraud occur between suppliers and employees. Do you know with whom you are dealing? We believe that the pursuit of business integrity is right and proper. In order for our clients to be fully in line with the increasing legislation and regulations and to inspire universal confidence, we offer:

- Advice on anti-money-laundering compliance
- Supplier vetting
- Pre—employment screening
- Corruption reports and consultancy
- **Compliance and whistle blowing guidelines**

公司治理与企业诚信

一些具有相当破坏力的欺诈性案件往往源于其供货商以及员工。当碰到此类事件，你是否清楚知道自己将与谁打交道呢？因此，我们始终认为追求企业诚信是十分正确及必要的。为了帮助客户完全符合日益增加的法律法规以及激发整体信心，我们提供：

- 在反洗钱方面的建议，制定程序手册，进行人员培训。
- 供应商的审核
- 猎头服务
- 贪污举报报告以及相关资讯

INTERNATIONAL OPERATIONS

We help our clients plan for the unpredictable. As far as their employees are concerned, we help them to ensure that are properly treated, no matter where they are in the world. We help clients to cope with events that might induce others to leave the country. And we make sure that, if a client needs to leave a country, it does so quickly and efficiently, with minimum disruption.

Our relevant service areas include:

- Travel and personal safety
- Security management
- Training
- Crisis management
- Business surveys and intelligence gathering
- Political and security risk

国际化经营

我们将帮助客户制定一系列争对无法预测的风险威胁的计划。至于员工方面，无论他们身在何处，我们将会确保其得到妥善处理。我们帮助客户应对那些可能导致其他人出国的突发事件，并确保以最快最效率且最少干扰的情况下帮助他们出国。相关服务领域包括：

- 出差以及人生安全
- 安全信息管理
- 培训
- 危机管理
- 商业调查与信息搜集
- 政治及安全风险分析

CRISIS MANAGEMENT

Companies need to know how long they could continue to operate, whatever the threat, whether from natural disasters, acts of terrorism or civil unrest. If the threat increases, they need to know when matters should be wound down or, as a last resort, suspended.

We help our clients to prepare for the unknown and the unforeseen:

- Analysing political and security risks
- Crisis management
- Business continuity
- Contingency planning

We enable our clients to respond quickly and effectively in order to preserve life and to secure their operations and their reputations.

- Incident response
- Incident support

危机管理

无论这个威胁是否来自于自然灾害，恐怖主义行为，还是公民动乱，公司都应当需要知道多久后才能正常持续经营。如果该威胁等级上升，公司也同样需要了解此事何时可以被消化，被平息，或者其最后抑制手段是什么。

我们将帮助我们的客户为这些未知未闻的威胁做适当准备，包括：

- 政治及安全风险分析
- 危机管理战略
- 业务持续性
- 备用或应急方案的制定

为保障其人身，业务经营及名誉，我们帮助客户有效且迅速地处理回应突发事件，包括：

- 突发事件的回应
- 以及突发事件后的相关背后支持

CAPITAL RAISES

We are not a financial institution, nor are we involved in lending or borrowing money, but we can provide the necessary evidence for persuading the banks that overseas expansion is not a throw of the dice but a well-researched profit opportunity.

The following related services can be provided, via thorough analysis of the overall political situation in a country and in-depth investigations into a target company and its management:

- Analysing political and security risks
- Business surveys and intelligence gathering
- Security management

筹集资本

我们既不是金融机构，也不涉及金钱上的借贷，但我们有能力提供必要的证据说服银行支持贵公司的海外扩展计划是一项拥有到位研究为基础的盈利项目。

从国家的整体政治分析到针对个别公司及其管理层的深入分析，我们可以提供以下服务：

- 政治及安全风险分析
- 商业调查和信息搜集
- 安全信息管理

Service Areas

1. BUSINESS SURVEYS AND INTELLIGENCE GATHERING

Business intelligence and due diligence are both essential risk management tools and a significant source of competitive edge. We can highlight the financial security or accounting system risks, and identify culprits with sufficient proof during or after the event.

Working anywhere in the world, we can provide:

- Due diligence
- Fraud workshops
- Anti-money-laundering compliance and investigations
- Asset tracing and recovery
- Brand protection/anti-counterfeiting consultancy
- Pre-employment screening
- Analysing political and security risks

商业调查和情报收集

商业情报和尽职调查是风险管理中必不可少的两项要素，也是产生竞争优势的重要原动力。通过加强财务安全信或者会计体系的风险因素，我们可以掌握充分证据在事发或事后找出真凶。

无论您在世界各地，我们提供以下服务：

- 尽职调查
- 关于商业欺诈展开的研讨会
- 反洗钱的合规与深入调查
- 资产的追踪与恢复
- 品牌维护/防伪顾问伪咨询
- 猎头服务
- 政治及安全性风险分析

2. FORENSICS

Whether for a business investigating an employee, a complex police investigation or a law firm preparing evidence, we have the required systems and expertise for getting to the truth. We can take the collective evidence and help present it in a way that a jury and/or judge can easily understand. Specialist areas include:

- Computer forensics
- E-discovery
- Audio forensics
- Video forensics
- Judicial presentation
- Document capture
- Crime scene reconstruction
- FDA analysis
- Mobile phone analysis
- Cell site analysis

取证

无论是因为业务需要调查雇员，还是复杂的警方调查，或者是律师事务所取证，我们都拥有专业体系和技术来阐述事实真相。我们有能力用手中掌握的证据很好地在陪审团或者法官面前更简单明了的表现。专业领域服务提供：

- 计算机取证
- 电子格式的证据发掘
- 视听取证
- 视频取证
- 司法上的陈述
- 各类文件文档的取证
- 犯罪现场的重建
- 美国食品药品监管分析
- 移动电话分析
- 区域站点分析

3. INFORMATION SECURITY

Information security combines many different disciplines including IT, physical security and employee vetting. We can provide a policy and accompanying guidelines to help our clients to reconcile the different views and needs of various parts of their organisations.

We can help clients with the following services:

- Security audits
- Physical penetration testing
- IP penetration testing
- IT Security
- Policy and procedure review
- Information security consultancy
- Leak investigations
- Technical surveillance countermeasures
- Business continuity services
- Security engineering
- Pre-employment screening
- Due diligence
- Brand protection / anti-counterfeiting consultancy

信息安全

信息安全由好几类组成，包括信息技术，人身安全以及雇员审批。我们可以提供相关政策来辅助我们的客户协调来自公司内部不同部门的不同意见。这些服务包括：

- 安全审计
- 物理渗透测试
- 知识产权渗透测试
- 信息技术安全性
- 政策及程序回顾
- 信息保全与咨询
- 泄露技术的调查及对策
- 技术监控对策
- 业务连续性服务
- 猎头/员工筛选
- 尽职调查
- 品牌维护/防伪顾问与咨询

4. SCREENING

Our screening and vetting services help clients to make decisions about new employees and vendors with greater confidence and reduces the element of chance. ELM specialist skills and infrastructure enable us to deliver a more comprehensive and reliable product than even the largest in-house human resources or security functions.

Pre- Employment Screening

- Involves credit referencing and bankruptcy checks
- Checks educational and professional qualifications
- Confirms directorships, be they current, past or disqualified
- Undertakes detailed employment reference checking
- Involves international media searches
- Acts as an umbrella body to the Criminal Records Bureau (CRB) and Disclosure **Scotland** to carry out criminal records checks for certain posts
- Provides advice and assistance for human resources and compliance departments regarding the impact of regulatory and legal changes on screening practices

Vendor Integrity Screening

- Tailored, flexible and comprehensive screening processes with varying levels to suit various organisational needs
- Our experience of screening candidates and organisations in industries of several kinds
- Access to our exclusive Internet-based screen tracking system, SIFT, allowing completion of on-line applications, secure electronic submission of screens, real-time monitoring of a screen's progress and the downloading of reports
- An expert team of researchers with ten years' experience and knowledge of a wide variety of foreign languages
- An ability to provide international background checks in more than 70 countries around the world

筛选

我们的筛选和审核服务将帮助客户争对对员工和供应商更自信地作出决定。ELM 的专业技术以及基础设施使我们有能力提供比最大室内人力资源或者信息安全部门更全面更可信的产品。核心服务包括员工的职前筛选和诚信供应商的筛选。

员工的职前筛选：

- 包括信用参考以及破产审查
- 核查员工的教育学历以及专业资格
- 确保董事会的资格审查，无论是过去，现在还是已经失去资格的
- 详细的就业员工参考审查
- 拥有国际化媒体搜索
- 可以作为保护伞，充当类似于刑事鉴证局或者某些刑事记录审查的作用
- 提供人力资源的建议和协助，联合部门争对相关法律法规上的变动进行筛选实际演练

诚信供应商的筛选：

- 量身定制，灵活，以及全面的筛选过程，以配合不同公司不同层面上的需要。
- 我们在筛选候选人，以及公司或者行业上拥有各种丰富的经验。
- 我们独一无二的互联网筛选追踪系统 SIFT，能允许完成在线申请，电子筛选的安全递交，筛选程序的实时监控以及下载相关报告。
- 我们的专业团队拥有 10 年的经验，以及能使用不同语言，知识丰富的研究人员。
- 我们有能力提供世界各地超过 70 个国家的国际背景审核报告。

5. SECURITY MANAGEMENT & CONSULTANCY 安全管理与咨询

With local knowledge and intelligence gained through our own established networks, we can help to minimize the risk, whatever the circumstances.

通过我们已建立的关系网，对当地的认知及情报获得，我们将帮助公司，在任何情况下把风险降到最低。

6. CRISIS MANAGEMENT 危机管理

7. BUSINESS CONTINUITY SERVICES 业务连续性服务

Our business continuity consultants can support you throughout the entire business continuity management process.

- | | |
|-------------------------------|----------|
| ➤ Risk Assessment | ➤ 风险评估 |
| ➤ Business Impact Analysis | ➤ 业务影响分析 |
| ➤ Strategy Development | ➤ 战略发展 |
| ➤ Documented Plans | ➤ 文案上的规划 |
| ➤ Exercise and Implementation | ➤ 实施与演练 |
| ➤ Review and Maintain | ➤ 回顾及保持 |

8. TRAVEL SECURITY 商务出差安全性

We provide a comprehensive programme of services, comprising:

- Travel security consultancy
- Online information services:
- Country Risk Forecast
- City Brief
- Our 24-hour security
- Travel briefings
- Travel security e-learning course
- Personal security training
- Executive close protection
- 出差安全保障及咨询
- 网上在线信息服务
- 国家风险预测
- 城市简报
- 24 小时保障
- 出差简报
- 出差安全保障的电子课程
- 个人安全保障培训
- 执行贴身保护

9. GOVERNANCE AND DEVELOPMENT

We provide governments, donors, NGOs and the private sector with a range of services tailored to their specific requirements:

- Stabilization program design and implementation
- Political and security risk analysis
- Threat assessment
- Investor assessment and advice
- Defence and emergency response reviews
- Reputation protection
- Security management
- Training and awareness programs

公司治理与发展

我们向政府，捐赠者，非政府机构，以及私营机构提供能够适应他们特殊需要的一系列服务：

- 方案设计的稳定和执行
- 政治和安全风险分析
- 威胁性评估
- 投资者评估与建议
- 防卫以及应急回应
- 声誉维护
- 信息安全管理
- 培训以及宣传方案

10. ANALYSING POLITICAL & SECURITY RISKS

At a local level, you need to consider the effects that your operations may have on specific communities. Conducting a detailed and focused risk assessment for new investments can mean the difference between success and failure.

We can help in the following areas:

- Research and analysis projects
- Country Risk Forecast
- City Brief
- World Risk Summary
- Risk Map

政治因素与安全风险分析

贵公司有时需要考虑其经营是否对当地的特熟群体有影响。争对新投资实行一份详细且以风险评估为主的报告或许可以就是成败之关键。我们可以帮助您进行以下方面的分析：

- 项目分析及研究
- 国家风险程度预测
- 城市简报
- 世界级风险程度概述
- 制定风险分布