

The Impact Of Corporate Compliance On Corporate External Relations:

- **Mergers and Acquisitions**

- May be a decisive or important factor to a potential acquirer;
- May be required for M & A deal completion.

- **New Business Development**

- Often arises in context of RFPs and/or RFIs;
- Often a term or provision in public contracts.

- **Risk Management and Loss Control**

- Integral part of E & O and D & O insurance underwriting and/or pricing;
- May be mandatory to receive certain coverages.

The Impact Of Corporate Compliance On Corporate External Relations (cont'd):

- **Litigation**

- Sets a positive tone in portraying company to a fact finder or judge when company is a defendant;
- Often facilitates settlement with regulators.

- **Physical Plant/Property Management**

- Environmental protection programs;
- Often addresses health and safety issues.

- **International Applications**

- Foreign Corruption Practices Act;
- Labor and Human Rights Laws.