

For Dart's Legal Department, Corporate Focus Brings Vital Information Within Easy Reach

CUSTOMER



KEY BENEFITS

- Gain insight into your corporate entities across the complete entity life-cycle
- Avoid multiple, error prone documents and spreadsheets for entity, ownership and compliance reporting
- Spend time working on legal matters rather than searching for minute books
- Share information and documents 24/7 with your entire team and other departments

Dart Container Corporation is the world's leading foam cup manufacturer and on its homepage is the tagline: "We make your world more convenient." It was in this spirit that Stanley Gilhool, Assistant General Counsel at Dart, proposed the implementation of Corporate Focus to his legal department a few years ago. The rest, as they say, is history.

"With Corporate Focus, our legal department now has a centralized resource that we have control over," Gilhool says. "We know exactly where to go to find the information we need, and can retrieve it in seconds. When you're managing a hundred entities and all of the related ownership and transactional documents, that type of access is essential."

THE CHALLENGE: PAPER-BASED PROCESSES, LACK OF SHARING CAPABILITIES

Prior to Corporate Focus, tracking the entity and ownership information for Dart's family of global companies proved to be quite time-consuming. Creating paper reports and updating those reports was repetitive and inefficient, and the information was frequently out of date. The company's legal team had too little control over the quality of the information being maintained—and even less control over who had access to this information.

Moreover, without a centralized data repository, there was no easy way for Dart's staff to share information and documents with people across different departments and locations.

THE SOLUTION: A SINGLE REPOSITORY FOR ALL ENTITY INFORMATION

Gilhool knew his staff could operate smarter and more productively if they had immediate access to accurate information—and the ability to share that information with the other departments that need it—when they need it. With Gilhool's encouragement, Dart's legal department implemented Corporate Focus to help it manage the minute books, corporate governance documents and ownership information for all of its entities.

"I first had the opportunity to use Corporate Focus at a law firm that I worked at previously," Gilhool says. "The system was extremely helpful in organizing all the corporate information for the clients I represented then. Because Dart has so many companies, I knew it would be an ideal fit for us."



THE HIGHEST STANDARD FOR LAW FIRMS AND LEGAL DEPARTMENTS

- Corporate Focus has been delivering efficiency, accuracy and peace of mind since 1995
- Trusted for tracking more than 200,000 entities by law firms and legal departments
- Secure, online minute books and capitalization tables means greater productivity and less risk
- No software to install. SAS 70 Type II certified, enterprise-class hosting facility

ABOUT DART CONTAINER CORPORATION

Established in 1937, Dart Container Corporation sets the industry standard of excellence by providing high quality, recyclable, affordable and safe food service products, exceptionally reliable service and responsible environmental practices. Dart is making a concerted effort to increase foam recycling opportunities throughout the country and is headquartered in Mason, MI.

THE RESULTS: OUTSTANDING ORGANIZATION AND EFFICIENCY

Gilhool shared some of the primary benefits realized by Dart after the implementation of Corporate Focus:

Efficiency: "Corporate Focus centralizes all of our information so we don't have to re-enter it multiple times. When you're in there looking at a particular company, it's a cinch to cross-reference things and make sure that where you show that company A is a subsidiary of company B, that company B shows it's a parent of company A. Corporate Focus saves time in confirming information, updating information and then disseminating that information to everyone else, since the rest of our team has instant access to it."

Accuracy: "The system is literally up-to-the minute accurate. We are forming some entities right now for a transaction, and within an hour of receiving confirmation that the entity is formed, it's in Corporate Focus. Within minutes of our tax department obtaining our EIN, it's in Corporate Focus. You can always find the latest and correct addresses, names, officers, and who is authorized to sign a document on our behalf."

Sharing: "Multiple people can have access to information and transactional documents even though they may not have the physical minute book. This is the first year we put transactional documents in Corporate Focus. In years past, I may have made a year-end closing file or closing book and shared that with different departments, and invariably, over the course of the year, those documents got lost. So, I was constantly getting phone calls asking for another copy of this or that. This year, those calls are eliminated."

CONCLUSION

Today, 30 people at Dart have instant access to entity and ownership information and the related documents through Corporate Focus. And Gilhool notes that the more people use the system, the more the demand for it grows. "Our tax, our treasury, our accounting department and everyone here in legal have all become accustomed to going to Corporate Focus for what they need; it's become an integral part of how we work," he says. "I often hear 'Oh, I got that from Corporate Focus.'"

Gilhool explains, "With Corporate Focus, we finally have an information management system that works for our legal department, and it's working extremely well."