

Case Study

Need Immediate CDD advisor with software experience to assess potential target

Industry Technology- software

Business Type B2B

Challenge

A PE fund vice president came to us with a critical need for a commercial due diligence provider that could complete a proactive market study for an asset that they expected to come to market in the next month. With their go-to providers at capacity, no access to the company's information, and a desire to understand the major players in the IT management software market before the target went to market, the fund was in critical need of a commercial due diligence advisor that had background knowledge of the IT management software industry and could perform a full market study in the next week.

Solution

Leveraging our founder's 20 years in private equity, we have extensive frameworks for assessing PE-grade commercial due diligence needs. BluWave utilizes technology, data, and human ingenuity to pre-map, assess, monitor, and maintain deep pools of commercial due diligence providers that uniquely meet the private equity standard. We interviewed the PE fund to understand their specific key criteria, and then connected the client with two select pre-vetted commercial due diligence providers from our invitation-only Intelligent Network that fit their exacting needs.

Result

In less than 24 hours after the initial scoping call, the PE firm was introduced to the first of the two PE-grade commercial due diligence providers. The client selected their ideal choice that had specific experience in proactively assessing industry attractiveness. The PE fund was able to quickly gain the market knowledge they needed to confidently assess whether or not the potential target was something they wanted to continue pursuing.

With the fund's go-to CDD providers at capacity, we were able to understand their unique market study need and within 24 hours connect them with an available resource we knew well in our network from their work with past clients that specialized in proactive industry assessments, specifically in the software field.

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