

Case Study

Need Critical prep for sale resource to successfully support portco in process

Industry Healthcare Technology

Business Type B2B

Challenge

A PE fund came to us with a critical need for an independent prep for sale resource for their healthcare technology company. Ready to sell their portco, they were looking for an interim controller that could come in and manage the book closing as well as the influx of requests that would occur during the sales process. They immediately needed a resource that had been through a PE sales process before that could come in early and stay with them for 3 to 6 months until the fund closed the sale of this portco.

Solution

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

Result

Within 48 hours of the initial scoping call, the PE firm and portfolio company were introduced to an experienced PE-grade financial consultant who specialized in preparing companies for sale. The PE fund engaged with the consultant and was able to confidently begin the sale prep process while also providing the portco with the support they needed to prepare all the items needed for a successful sale.

Thanks to our extensive frameworks for assessing and mapping independent consultants in the prep-for-sale market, we were able to quickly connect the fund to someone we were confident could provide them with exceptional service.

- BluWave's Senior Director