

Case Study

Need Urgent post-merger integration support with niche industry experience

Industry Healthcare Services

Business Type B2B

Challenge

A PE fund vice president of portfolio operations came to us with a critical need for post-merger integration support for their healthcare services company. They were five months into the value creation plan for the portco and were in the process of due diligence for an add-on that had a high chance of being executed. They urgently needed someone to come in and lead the post-merger integration efforts at the portco that had healthcare services experience, specifically in the benefits market.

Solution

Leveraging our founder's 20 years in private equity, we have extensive frameworks for assessing PE-grade post-merger integration needs. BluWave utilizes technology, data, and human ingenuity to pre-map, assess, monitor, and maintain deep pools of merger integration resources that uniquely meet the private equity standard. We interviewed the PE fund to understand their specific key criteria and then connected the client with a select pre-vetted post-merger integration group that fit their exacting needs.

Result

Within 48 hours of the initial scoping call, the PE firm and portfolio company were introduced to the exact-fit match and were so pleased that they decided to quickly engage with them. The PE fund was able to confidently drive an excellent outcome without wasting time and opportunity cost and the portfolio company was able to promptly execute their merger integration goals for their portco.

We were able to quickly present and introduce a boutique firm focused in merger integration that had relevant industry experience, and we were confident in their ability to deliver excellent results because our clients had engaged them multiple times with strong positive feedback.

- Houston Slatton, BluWave Senior Director