

CASE STUDY

Urgent commercial due diligence provider with specialized healthcare expertise

INDUSTRY: Healthcare Services

BUSINESS TYPE: B2C

CHALLENGE

A PE firm client came to us with an urgent need for a provider to perform commercial due diligence on a target they had in the skilled nursing and assisted living facilities space. With an IOI on the company, the PE firm needed to understand how the business was changing in light of the COVID-19 pandemic. The PE firm needed a provider to give them insights into the impact COVID-19 specifically had on admissions rates as well as administrative processes. The information needed to be collected across six states and they needed the answers in less than two weeks.

RESULT

Quickly after the initial scoping call, the PE firm and portfolio company were introduced to select single-shingle commercial due diligence providers with deep expertise in skilled nursing and assisted living. The client selected their ideal choice and the consultant worked quickly to provide the PE firm with the insights they needed to make an informed decision and confidently act on a unique opportunity to acquire the healthcare provider during an otherwise uncertain time.

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 firm to understand their specific key criteria, and then connected the client with select pre-vetted commercial due diligence providers from our invitation-only Intelligent Network that fit their exact needs.

“The information we gleaned from the commercial diligence group BluWave connected us with enabled us to make informed, data-driven decisions.

- VP @ PE Firm