

Case Study

Need Vital provider for dual commercial due diligence and GTM need

Industry Construction

Business Type B2B

Challenge

A PE fund managing director came to us with a critical need for a commercial due diligence and GTM strategy provider for a target they had in the construction industry. Since identifying this target, they were looking for a group that could quickly perform diligence to determine if the market was strong enough for investment, and then promptly post-close help them develop a GTM strategy. Close to obtaining exclusivity, the PE fund was looking to find a provider with experience in the construction materials space that could move quickly once exclusivity was gained and stay engaged to create value post-close.

Solution

Leveraging our founder's 20 years in private equity, we have extensive frameworks for assessing PE-grade commercial due diligence and GTM needs. BluWave utilizes technology, data, and human ingenuity to pre-map, assess, monitor, and maintain deep pools of commercial due diligence and GTM 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 three select pre-vetted providers from our invitation-only Intelligent Network that fit their exacting needs.

Result

Less than 24 hours after the initial scoping call, the PE firm was introduced to three PE-grade firms that specialized in commercial due diligence and GTM strategy with experience in the construction materials industry. The client selected their ideal choice. The PE fund was able to confidently engage this provider without wasting time or cost and leverage their insights to move forward with the investment and then utilize the same provider to quickly begin creating value in the new portco by developing a GTM strategy.

The provider has done a good job, been very responsive, and given us valuable insights. I would definitely recommend them to others and I expect we will use them again in the future.

PE fund Managing Director