

CASE STUDY

Urgent operational diligence provider with experience in VMS space

INDUSTRY: Manufacturing
BUSINESS TYPE: B2B

CHALLENGE

A PE firm principal came to us with a critical need for operational diligence on a target they had in the vitamins, minerals, and supplements (VMS) manufacturing space. A week into the diligence process after signing an LOI, the firm needed someone to answer their question on how the target could increase throughput given their issues with on-time delivery, backlog, and capsulation of their powders. They urgently needed an ops diligence provider with experience in the VMS space that could identify areas for operational improvement during their 45 days of exclusivity on the target.

RESULT

Within 24 hours of the initial scoping call, the PE firm was introduced to two PE-grade ops diligence providers with extensive experience in the VMS space. The client selected their ideal choice. The PE firm was able to confidently engage the provider without wasting time or cost and ultimately identify ways for the target to improve their throughput. The firm was so pleased with the provider's operational performance and improvement recommendations that they engaged them again post-close to implement them.

SOLUTION

Leveraging our founder's 20 years in private equity, we have extensive frameworks for assessing PE-grade operational diligence needs. BluWave utilizes technology, data, and human ingenuity to pre-map, assess, monitor, and maintain deep pools of operational diligence independent consultants and boutique firms that uniquely meet the private equity standard. We interviewed the PE firm to understand their specific key criteria and then introduced the client to two select pre-vetted operational diligence consulting groups from our invitation-only Intelligent Network that fit their exact needs.

“We were very pleased with the provider - we thought they had great experience and were priced well.

- Principal at LMM PE Firm