

CASE STUDY

Immediate senior advisor with technical expertise

INDUSTRY: Technology: software
BUSINESS TYPE: B2B

CHALLENGE

A PE firm principal came to us with a critical need for a senior advisor that could provide them with industry insight on a target they had in the application security sector of the software industry. Before moving forward with an investment, the firm needed someone with technical industry expertise that could frame the competitive landscape for them, how the target was positioned against competitors, and apply this to the market opportunity. They urgently needed a mid-to higher level advisor with technical sector expertise that could answer their questions within 7 to 10 days.

RESULT

Within 24 hours of the initial scoping call, the PE firm was introduced to a select PE-grade senior advisor that had deep experience working in the application security industry and was now doing consulting in the space. The PE firm was able to confidently engage the advisor and gain the necessary industry insights they needed from someone with technical expertise in order to make an informed decision on whether or not to move forward with the investment.

SOLUTION

Leveraging our founder's 20 years in private equity, we have extensive frameworks for assessing PE-grade senior advisor needs. BluWave utilizes technology, data, and human ingenuity to pre-map, assess, monitor, and maintain deep pools of senior advisors across an array of industries that uniquely meet the private equity standard. We interviewed the PE firm to understand their specific key criteria and then connected the client with the select pre-vetted senior advisor from our invitation-only Intelligent Network that fit their exact needs.

“ He is very informed about the space and was able to discuss things at a technical and overall strategy level. He could tie the big picture to the technical details and also had a great view on technical players - he's the best we've worked with in terms of senior advisors for diligence.

- Principal at PE Firm