

CASE STUDY

Critical ESG diligence provider with industry expertise

INDUSTRY: Consumer Products

BUSINESS TYPE: B2C

CHALLENGE

A PE firm VP came to us with a critical need for a provider that could perform ESG diligence on a target they had in the consumer products industry. With their 60 days of exclusivity about to begin, the firm needed a provider that could assess the target within that timeframe. The target's products were environmentally related, the PE firm had little to no experience performing ESG diligence, and they didn't know what specifically to be concerned about in this industry, so the PE firm critically needed an ESG expert with industry experience to perform the diligence for them in order to spotlight potential areas of concern.

RESULT

Less than 24 hours after the initial scoping call, the PE firm was presented with two PE-grade ESG diligence providers that had experience in the target's specific niche of the consumer products industry. The client was introduced to their ideal choice and they were able to quickly engage them in order to perform ESG diligence within their timeframe and budget. The service provider was able to use their industry and area expertise in order to derive the necessary insights the PE firm needed to make an informed decision on how to proceed.

SOLUTION

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

“ We have several providers that specialize in ESG and provide comprehensive and integrated services and IT-enabled solutions to help clients proactively manage ESG considerations throughout the entire investment life cycle from ESG diligence to ESG value creation initiatives.

- BluWave Consulting Manager