

CASE STUDY

Critical need for firm to lead digital transformation of portco

INDUSTRY: Transportation

BUSINESS TYPE: B2B

CHALLENGE

A VP at a LMM PE firm came to us with a critical need for a group that could lead their transportation portco through a full digital transformation project. With the portco's field service division expanding rapidly and potentially tripling in size soon, they were experiencing pain points related to the amount of paperwork that had to be handled as they dispatched their growing number of employees throughout the region. They urgently needed an IT strategy practitioner with experience in the LMM, transportation industry, and field services area that could help them take steps towards becoming fully paperless.

RESULT

Quickly after the initial scoping call, the PE firm and portfolio company were introduced to the three PE-grade IT strategy consulting firms that specialized in leading digital transformations for similar-sized companies in the transportation industry. The portco selected their ideal choice and was able to confidently begin their digital transformation without wasting time or cost, and while trusting it to an expert pair of hands.

SOLUTION

Leveraging our founder's 20 years in private equity, we have extensive frameworks for assessing PE-grade IT strategy-related needs. BluWave utilizes technology, data, and human ingenuity to pre-map, assess, monitor, and maintain deep pools of IT strategy practitioners that uniquely meet the private equity standard. We interviewed the PE firm to understand their specific key criteria and then connected the client with three select pre-vetted IT strategy consulting firms from our invitation-only Intelligent Network that had specialized practitioners in leading digital transformations.

“The primary consultant we worked with at the group we engaged with was the best consultant ever! He provided great quality work and had an excellent command of the process.

- Portco CFO