

CASE STUDY

Immediate board member for CEO support with niche expertise

INDUSTRY: Manufacturing
BUSINESS TYPE: B2B

CHALLENGE

A Partner at a LMM PE firm came to us with an immediate need for a board member for the manufacturing company they recently closed on. The PE firm bought the company from the founder and was in need of an experienced outside board member that could serve as a sounding board for the CEO, work on strategy to improve growth, and help professionalize the organization. They were in urgent need of an individual local to the area with experience in the industry, experience in transitioning a family-owned business to a professionally managed organization, and the ability to commit to more than quarterly board meetings.

RESULT

Quickly after the initial scoping call, the PE firm was introduced to the first identified exact-fit board member for their needs. After being presented with the select few options, the client selected their ideal choice. The PE firm was able to confidently engage the individual who provided the coaching and support the portco's CEO needed, helping professionalize the organization and providing support for their strategy and growth needs.

SOLUTION

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

“We are uniquely equipped to move quickly for midmarket companies. We have a network of thousands of PE-grade individuals, specifically geared for midmarket companies, that we can tap into in order to connect a firm with the exact-fit board member they need.

- BluWave Consulting Manager