

CASE STUDY

Urgent Commercial Due Diligence Provider to Aid Growth Strategy

INDUSTRY: Services
BUSINESS TYPE: B2C

CHALLENGE

A services company came to us with an urgent need for an individual or group that could perform commercial due diligence in order to help them better understand growth opportunities. With their eye on expanding into an adjacent market, the company was in need of a service provider that could help them better understand the size of the total addressable market, current penetration of the market, market trends, and more. In addition to understanding this information, they were looking for a provider that could help them put it into action and determine how to attack this new potential market.

RESULT

Quickly after the initial scoping call, we introduced the company to the two exact-fit, pre-vetted service providers from our Intelligent Marketplace that we had identified met their exacting criteria. The client selected their ideal choice and was able to quickly engage the provider to conduct the research they needed and start putting a well-developed growth strategy into place.

SOLUTION

The client reached out to BluWave and within several hours, we interviewed the company to understand the details & nuances of their need. BluWave utilizes technology, data, and human ingenuity to pre-map assess, monitor, and maintain deep pools of best-in-class commercial due diligence providers. Mapping the specifics of the company's need to our marketplace of third-party resources, we identified 3 exact-fit commercial due diligence providers for the client.

“Thanks to our deep toolbox of best-in-class, pre-vetted service providers, we were able to quickly connect the company to a service provider that met their exact needs.”