

CASE STUDY

Buy-side M&A advisory firm needed to assess target

INDUSTRY: Healthcare

BUSINESS TYPE: B2B2C

CHALLENGE

A LMM VP was looking to complete a critical buy-side search and came to us looking for the top buy-side M&A advisory firm. Having already explored their investment thesis for the past nearly nine months on a healthcare practice, they were looking for an expert in this sector. Their criteria included specific, deep PE experience and a preferable Midwest location. Since the PE firm was just beginning to fundraise, they were looking to begin working with this resource within the next week.

RESULT

Within the same day of the request, the PE firm was introduced to a buy-side M&A advisor firm that was an exact-fit service provider. Specializing in healthcare, this service provider had deep sector and PE experience. The client engaged with the provider and they were able to complete a market study on the target, in addition to advising the client on their investment thesis.

SOLUTION

Leveraging our founder's 20 years in private equity, we have extensive frameworks for assessing PE-grade buy-side M&A needs. BluWave utilizes technology, data, and human ingenuity to pre-map, assess, monitor, and maintain deep pools of buy-side M&A advisory firms 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 BluWave-vetted buy-side M&A advisory firm from our invitation-only Intelligent Marketplace that fit their exacting needs.

“ Our buy-side M&A advisory groups are top tier. They're the best of the best, and work at the speed of private equity. We were confident that the service provider was able to produce the expected outcome and meet the client's needs.

-BluWave Consulting Manager