

CASE STUDY

Top specialized diligence providers critically needed

INDUSTRY: Construction and Engineering

BUSINESS TYPE: B2B

CHALLENGE

A PE firm investment team came to us with a critical need for a full set of industry specialized diligence providers that could assess their target in the commercial roofing space. Having recently received the deal under LOI, the firm was preparing a full diligence analysis on all aspects of the business. The team had a sense for the typical providers they used, but knowing the value of using specialized providers on a deal-by-deal basis, they wanted BluWave's recommendation for providers that were the best in class for the specific industry and needs of the target. Specifically, the firm needed specialized market study, operational, and IT diligence providers.

SOLUTION

Leveraging our founder's 20 years in private equity, we have extensive frameworks for assessing PE-grade diligence needs. BluWave utilizes technology, data, and human ingenuity to pre-map, assess, monitor, and maintain deep pools of the providers across all service functions 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 pre-vetted operational, IT, and market study providers from our invitation-only Intelligent Network that fit their exacting needs.

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RESULT

Within less than 24 hours of the initial scoping call, the PE firm was introduced to select, exact-fit, PE-grade IT, market study, and operational diligence groups with extensive experience in commercial roofing. The client selected their ideal choice for each service and the PE firm was able to confidently assess the target company during their period of LOI. So pleased with BluWave's quick insight and introductions to providers that were best-fit for each diligence need, the firm made it standard operating procedure to bring all of their diligence needs to BluWave moving forward. They knew this would ensure they would always connect with the best, PE-grade, specialized providers for any given need.

“ A key best practice that we are implementing is to send BluWave our diligence provider matrix and ask them to help us vet the list or give us their stamp of approval. They know the best specialized providers for each need and we have seen the value using specialized providers adds to our diligence processes.”

-Managing partner @ PE Fund