

CASE STUDY

ESG consultant needed across portfolio

INDUSTRY: Private Equity

BUSINESS TYPE: B2B

CHALLENGE

A PE firm founder came to us with a critical need for an ESG consultant that could help their firm develop an ESG plan and implement it across their portfolio. Having recently recognized the growing importance of ESG to GPs and LPs, they urgently needed a specialized consultant to help with their planning on how to effectively implement ESG initiatives at both the firm and portco level. The founder wanted a provider who could build out a 3-year ESG implementation plan focused on the most critical aspects of ESG from an LP's perspective, as well as help them implement practical efforts to integrate ESG into their standard due diligence process. Ultimately, the founder needed a best-in-class ESG consultant who understood their size fund and how LPs looked at them, could build out a strategic plan that the deal team could execute, and support the firm with the timing of the implementation.

SOLUTION

Leveraging our founder's 20 years in private equity, we have extensive frameworks for assessing PE-grade ESG consultant needs. BluWave utilizes technology, data, and human ingenuity to pre-map, assess, monitor, and maintain deep pools of ESG consultants 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 providers from our invitation-only Intelligent Network that fit their exacting needs.

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RESULT

Within 24 hours of the initial scoping call, the PE firm was introduced to three top ESG strategy providers that met their exact criteria. The founder selected their ideal choice. The PE firm was able to confidently engage a top ESG consultant to build out the plan they needed to implement ESG efforts across both the firm and the portfolio.

“ BluWave provided us with a top provider who was easy to work with, accommodating of our needs, and produced excellent results. Since contacting BluWave, the process of meeting, engaging, and working with the provider has been quick and seamless.”

-Founder of PE Firm