

# CASE STUDY

## Full value creation vitally needed for carveout portco

**INDUSTRY:** Manufacturing  
**BUSINESS TYPE:** B2B

### CHALLENGE

A PE firm came to us with a critical need for multiple value creation providers for a recently acquired manufacturing portco. A new carveout from a large company, the firm needed to engage multiple providers to aid with the carveout process over the next 14 months before the TSA that extended critical services ended. They needed PE-grade providers for IT strategy and implementation, hardware replacement, cybersecurity assessment, an interim CFO role, capacity planning and operations improvement, and procurement & sourcing. Each provider needed to meet a unique set of criteria in order to suit the firms needs for the new carveout.

### RESULT

Within 24 hours of the initial scoping call, the PE firm and portfolio company were introduced to the first set of providers they needed that specialized in the manufacturing industry. For each carveout need, we presented select providers, and the client then selected their ideal choice. The PE firm was able to quickly engage a variety of top providers to meet each of their needs and ultimately, ensure a seamless carveout process.

### SOLUTION

Leveraging our founder's 20 years in private equity, we have extensive frameworks for assessing PE-grade carveout needs. BluWave utilizes technology, data, and human ingenuity to pre-map, assess, monitor, and maintain deep pools of providers that uniquely meet the private equity standard. We interviewed the PE firm to understand their specific key criteria for each carveout need, and then connected the client with the select pre-vetted providers from our invitation-only Intelligent Network that fit each one.

“ Each provider presented by BluWave offered the exact background and experience we were looking for. Through BluWave, we were able to engage top providers for all of our carveout needs.

- Partner @ PE Firm