

# CASE STUDY

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Urgent merger integration consultant needed for software & industrial services merger

**INDUSTRY:** Technology - Software

**BUSINESS TYPE:** B2B

## CHALLENGE

A PE operating partner came to us with a critical need for a merger integration consultant to help them develop a playbook, provide resource coaching, and execute a planned merger of their existing portco with a new add-on in the software sector of the industrial services industry. With a lot of operational integration that needed to be done and the target add-on in the process of acquiring two additional companies, the firm urgently needed a small team of merger integration experts that could manage the complexity of this integration. The PE firm was seeking a provider that had industry expertise, a proven track record of successful merger integrations, and the ability to start in the next month.

## SOLUTION

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

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## RESULT

Quickly after the initial scoping call, the PE firm and portfolio company were introduced to three select PE-grade merger integration providers that had industry expertise and were available to get started immediately. The client selected their ideal choice. The PE firm was able to confidently begin executing the integrations, trusting that the provider BluWave connected them with was handling all of the niche complexities of the situation.

“ BluWave’s ability to match us to 3 outstanding providers with the exact experience we needed the day after our scoping call was incredible. They saved us both time and money while enabling us to confidently begin executing the integration.

-Operating Partner @ PE Firm