

We helped a large Investment Bank profile M&A targets

About Client

Client is a large firm based out of UK. We interacted with Information Technology Investment Banking division

Client Situation

Client wanted to reduce the operations' cost by outsourcing, regular non-critical company profiling work. It also wanted a helpdesk for queries on target companies.

Our Solution

We provided a FTE based solution. FTE stands for Full Time Equivalent, which is like hiring a Full Time Employee. There was a dedicated team that worked with the client on profiling the companies in IT sector across the globe. Template for company profiles was also standardized. Following types of profiles were prepared for the Client:

- List generation- List of all companies operating in IT industry being pulled out from databases and research
- Small profile- Preparation of profile for companies that suited the initial criteria of growth, revenue and business model
- Medium profile- Preparation of detailed profile for companies shortlisted by the client
- Large profile- Detailed profile of a company to be used for due diligence and relevant information from the target company

Outcomes

- 70% reduction in Operations' cost
- More than 95% coverage of the eligible universe, to ensure right target selection