



www.valeo-strategy.com • info@valeo-strategy.com • +01.803.417.1110

CASE STUDY: IDENTIFYING POTENTIAL ACQUISITION PARTNERS

At Valeo, we often hear about acquisitions going forward where only a financial due diligence was completed. For some, the result is not always a positive one.

Understanding the cultural fit of an organization can be equally as important and can make the difference between a solid ROI, and failure.



In this case study, we share how our client utilized our services to both identify potential acquisition partners, and to drill down more deeply into those candidates that represented a potential fit.

Our client, a manufacturer of furniture parts, was considering moving into a new area of production within the technology space. They were looking for ways to grow their revenues and had heard that there were companies in India manufacturing similar parts for use in the technology space.

They sought our help to better identify the opportunity and to identify potential acquisition candidates around the globe that were producing their product for the technology industry.

Valeo as a Strategy Partner

The Valeo team first investigated the market in major geographies around the globe. We ultimately sized each market, identified the manufacturers, targeted buyers, and other insights of interest to our client.

Next, we provided a high-level understanding of each manufacturer. We answered questions such as:

- Estimated annual revenues
- Market share
- Geography covered
- Number of manufacturing locations

As a third stage, our team of in-country, local language industry analysts conducted deeper dives, using primary interview techniques, into those potential acquisition candidates that proved to hold the greatest interest to our client. We uncovered insights about management structure, reputation, historical growth, internal culture, and other insights which would provide an understanding of how well of a fit they would represent.

To date, guided by our research, our client has expanded its operations into the technology space and is manufacturing on a global scale.

If your ability to create successful business strategies can be strengthened through the use of customized primary intelligence not found in the public domain, Valeo may be able to support your efforts.

We offer global, in-country, local language primary research services that are customized to your needs.

Our analysis of findings and recommendations are fueled by decades of industry experience.

We have deep expertise in industries such as:

- Chemicals
- Consumer Products
- Education
- Healthcare & Life Sciences
- Industrial Distribution
- Information Technology
- Insurance & Financial Services
- Manufacturing
- Telecommunications

Strategic Intelligence from Valeo Strategy Group, is a powerful tool to ensure your investments yield the strongest ROI. Reach out to us to learn more at: info@valeo-strategy.com / 803.417.1110.