

Case Study

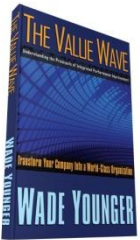
WadeYounger.com

TheValueWave.com

Business Acquisition & Strategy Alignment

Services

Needs Analysis
Change Management
Process Improvement
Coaching
Innovation Clinics
Strategic Planning
Implementations
Personal Development



"Much more than a conference speaker."

Scenario

A senior executive of a mid-sized high-tech company found himself trying to coordinate too many critical growth opportunities at one time with no analytical support. As a result, the client was at risk for making a series of poor decisions because proper due-diligence had not been completed and factored in to the client's strategic plan.

Goal/ Challenge

Work with senior executive to conduct due-diligence analysis on acquisition targets, the various markets involved with the acquisitions, and the fit of these markets to the larger strategic direction of the client.

Solution

The Value Wave was hired to oversee the analysis of two acquisition targets. In each case, The Value Wave completed the following:

- Researched markets to evaluate future potential, competition, and customer segmentation
- Conducted full financial modeling to identify areas of risk and key assumptions
- Acted as liaison between client and acquisition target

Made final recommendations to client senior management regarding appropriateness of acquisition target to the client's larger strategic focus

The Value Wave became a key business development resource for the client through a period of intense acquisition activity and internal growth.

Results

The client was able to make several hard strategic decisions based on the recommendations and analysis conducted by The Value Wave. Additionally, the senior manager was freed to focus on more critical strategic issues while The Value Wave took on the major task of evaluating the acquisition targets.