

CASE STUDIES

CHALLENGES AND SOLUTIONS

Brokerage:

Acquisitions

Sectors:

Property
[Professional
services]

Challenge:

Growth through
strategic bolt-on

Outcome:

Off-market
acquisition and new
geographic coverage
acquired

Our client, the Managing Director of a successful professional services practice, approached us as he wanted to expand his business by acquiring a bolt-on complementary business and had a number of groups in mind.

However, he wanted to remain anonymous so that his plans could be tested discreetly and to ensure best value was obtained from the earliest stage of any purchase.

The practice was engaged in surveying, project management, design, safety and CDM advice across the UK and in a few regions overseas.

Before approaching the target groups, we undertook research on the sector to identify key growth areas and critical success factors. This allowed us to undertake direct meetings with the target groups where we identified their needs and key issues, which in turn allowed us to prioritise the groups for our client to meet.

This also allowed our client to remain focused on the core business in a highly demanding and competitive environment whilst we identified suitable businesses for our client to acquire.

The result was that a successful acquisition was carried out; the key partners in the acquired business also remained in place and have now become an integral part of our client's team.