

CASE STUDY

Assessing Growth Potential: Leveraging HR Due Diligence for Informed Acquisitions



BACKGROUND

Our client, a private equity firm with extensive experience in the lower middle market, specializes in partnering with founder-owned businesses and management teams to foster dynamic growth. With a focus on transformational opportunities in the Services and Consumer sectors, they seek out companies generating \$5-\$25 million of EBITDA, particularly those undergoing inflection points for accelerated growth. Their latest evaluation revolves around a US-based business and technology advisory consulting firm, catering to the Financial Services, Utilities, Healthcare, and Public Sector/Tax industries.

PROBLEM STATEMENT

To make an informed decision regarding the acquisition, our client needed a comprehensive assessment of the target company's capabilities, scalability, and risks. Specifically, they sought assistance in evaluating the target's fulfillment, delivery, and technical capacities, as well as assessing their performance metrics across multiple locations. The client aimed to identify the potential for growth and ascertain whether the acquisition aligned with their investment strategy.

SOLUTION AT A GLANCE

Navikenz's due diligence report offered an objective analysis of the target company's fulfillment, delivery, and technical capabilities.

The comprehensive HR due diligence report acted as a guiding compass, shedding light on critical factors such as the target company's cultural fit, performance metrics, scalability, and risks across multiple locations.



By examining the target company's fulfillment, delivery, and technical capabilities, as well as other key aspects, the toolkit provided valuable insights into the potential for growth and scalability.