

QUADRANT CASE STUDY

COMMERCIAL DUE DILIGENCE

The challenge

An investment company was in exclusive discussions with a healthcare diagnostics business regarding a significant planned investment to support its ambitious growth plans.

Due diligence was required, with Quadrant being commissioned to conduct a commercial evaluation in parallel with work to examine the company's legal and financial position.

A particular challenge was the lack of in depth data and information regarding the available marketplace and the commercial plans of the business.

What did we do?

We carried out a fast track programme over three weeks, including:

- ⊕ Analysis of market trends and competitor profiling
- ⊕ Assessment of the defensibility of the core business
- ⊕ Evaluation of the deliverability of the operational plans and forecasts
- ⊕ Detailed review of the product and services portfolio, involving a Quadrant Associate specialising in healthcare diagnostics

Clear conclusions were presented regarding the investment opportunity, with recommendations for action should the deal progress.

What was the breakthrough?

We were able to demonstrate that the planned investment could provide strong returns, subject to the existing financials being sufficiently robust. Most importantly, we highlighted required improvements in commercial systems and processes if the business was to make the transition successfully from a small niche to a major international player.

'Thorough analysis, worked within deadlines, honest and sensible feedback...overall a very useful piece of work, thank you.'