



Steuer Gregsson Intelligence

Research & Consultancy - Case Study

The Project



Working with a professional advisor to a private company in the North West, we supported their work in assessing the market for the sale of the company. The company need an appraisal of the market's appetite for a company with a turnover of ca. £1m operating within a specific sub-sector of manufacturing.

Deliverables

We investigated the number and spread of businesses operating in the sector and identified a number of companies that may be in a position to buy:

- * Number of companies within specific sub-sector
- * Turnover bands
- * Locations
- * Identification of ca. 10 companies in a position to buy
- * Their current number of subsidiaries
- * Their net asset position
- * Their cash position

The research included full details of the companies identified, such as directors, financials, shareholdings and was inserted into the final report to be presented to the client.

Outcomes



By outsourcing the research element of their project, the professional advisor was able to control their cost of delivery. The major issue with this project was access to data to identify the companies, the cost of which would have been prohibitive for a one off project such as this.

The advisor was able to direct the company during its sale and effect successful outcome in line with the client needs and aspirations.