

Enabling the expansion of deal pipeline by providing research support to a life-sciences/healthcare sector-focused M&A advisor

BACKGROUND & CHALLENGE



A Canada-based middle-market life sciences and healthcare-focused investment bank wanted to augment its research team to service a larger number of deals. Its research requirement spread across the deal cycle, i.e., sector/ market research; pitchbook presentations; transactions and comps analyses; CIMs and financial modeling and valuation. The bank was also looking for research support in terms of creating sector-specific content for blog and whitepapers for its marketing team.

FULD & COMPANY'S SOLUTION



Fuld & Company created a research platform to support the client's deal team across its life-sciences, healthcare, and medical devices business segments. It deployed a dedicated team of four research analysts to work with both senior and junior bankers on deal- and non-deal-related research on an ongoing basis. Besides, one research analyst works with the marketing team to create white-labeled articles and research papers that the client publishes on its website.

OUTCOME FOR CLIENT



Expansion of the client's deal team with the flexible engagement model allowed it to significantly expand its deal pipeline. In addition, the tailored research materials across functions helped the client to ensure consistency in output and improve its research team's efficiency.

Providing research support to an industrial manufacturing sector-focused investment bank to help drive efficiency and increase website traffic

BACKGROUND & CHALLENGE



A Michigan-based middle-market industrial manufacturing-focused investment bank intended to explore the onsite-offshore support model, and was looking to expand its junior banking staff. Its research requirement largely comprised sell-side mandates, including the creation of tear sheets, pitch decks, memoranda, and merger models. The bank was also looking for research support on certain buy-side and fund-raising mandates, including the creation of target list and initial outreach planning.

FULD & COMPANY'S SOLUTION



Fuld & Company deployed a dedicated team of two analysts to support the industrials and precision manufacturing teams working on deal- and non-deal-related research on an ongoing basis. Deal-related work included the preparation of deal documents; participation in calls/ meetings with potential buyers and sellers; and data room organization and maintenance. Non-deal-related work included RFP support, editorial and graphics, and library services.

OUTCOME FOR CLIENT



Initially Fuld & Company had deployed only one analyst, but with improving efficiency and success, the client decided to expand the engagement to a two-analyst team within a quarter. The articles and whitepapers written by Fuld & Company's analysts and consultants helped the client to increase its website traffic.

Helping a diversified financial services firm to improve deal flow and strengthen its pipeline by providing research support

BACKGROUND & CHALLENGE



A California-headquartered financial services firm was looking to expand its research setup across its ECM, M&A advisory, and asset management platforms. It required research support for the ECM and the M&A advisory platform, including deal-related research, and RFP and investor presentation support. For its asset management platform, it required support such as building/ updating financial models, preparing investment tear sheets, and conducting sector/ market research.

FULD & COMPANY'S SOLUTION



Fuld & Company created two separate research teams to serve the asset management and investment banking verticals on an ongoing basis. The investment banking team was split between M&A and capital raising and worked with senior bankers to provide actionable insights and research on live mandates. Fuld & Company also deployed a dedicated team of five research analysts to support the CIO's office and portfolio managers, providing research support on listed global equities.

OUTCOME FOR CLIENT



The flexible engagement model allowed the client to scale up its asset management team within a short span of time. In addition, regular research support helped it to improve deal flow and strengthen its pipeline.