

client

Global FTSE top 10 company

location

London, United Kingdom

further information

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services provided

- Acquisition strategy

the challenge

forward thinking inc were given the mandate by a major business unit to evaluate the potential for acquisition as an effective way of gaining critical mass quickly in a fast growing global business.

project scope

- Established an investment strategy outlining the broad options for expansion by way of best practice research and interviews with stakeholders
- Determined critical success factors for this type of acquisition and developed an acquisition evaluation model tailored to the business unit's requirements
- Identified and profiled potential acquisition targets including an analysis of structures and client/service portfolio, demonstrating how this complimented the client's exiting portfolio
- Put forward a recommended investment plan and best-estimates of projected return on investment valuations of the selected targets
- Developed a roadmap for acquiring the target companies including timings and resource requirements
- Put together a high level integration plan, including a post-acquisition organisation structure, and mapped out a 5 year vision for growth

outcomes

- Acquisition implementation is progressing and management are continuing to build internal support for the strategy

"forward thinking inc have been instrumental in helping us review our global strategy and establishing measurement systems to help us stay on track. The team are always practical in their approach as well as challenging when we need them to be."

- Global Marketing