

# CASE STUDY: DUE DILIGENCE

**Industry:** INFORMATION TECHNOLOGY

**Product:** UTILITY SOFTWARE



## Introduction

An overseas software company sought a partner to help launch its product in India and a number of potential partners were short listed. We were asked to evaluate the main company for partnership, with respect to their reputation, capabilities, background, customer service and general attitude towards the market.

## Methodology

A thorough due diligence investigation was carried out on the prospective company, as well as any individuals and businesses associated with the operation.

Using the information gleaned from our sources, and supplemented with additional data obtained through deep searches of press reports, industry publications, databases, filings and public records, we painted a detailed portrait of the actual findings of the company.

Some of them are highlighted as below:

- Investigated the company directors: this turned up an undisclosed 'D' company link and revealed various company links not declared by the target company to our client. We also exposed misleading statements that the target company had used to woo our client about the target company's capabilities and expertise.
- Carried out a financial analysis on the company, which showed a deteriorating financial picture (supported by evidence on an unknown funding resource)

## Business Challenge:

Before entering into the partnership, our client very quickly needed information about: any misrepresentations or non-disclosure of material facts and embarked on an in-depth investigation of the backgrounds of the target company's management and key employees.

## Result:

The findings of our investigation enabled our client to make a balanced decision on the risks involved in doing business with this potential partner.

For more information:

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