

Situation:

The client was a leading LPO (legal process outsourcing service provider) globally and looking to set up its facility in India. And for that purpose it was looking to acquire a local service provider so as to get a good starting in the industry.

Knowledgefaber was given a task of identifying targets which are mid-size law firms, develop their profiles and investigate into these companies to identify attractive targets for the company to acquire.

Process, Insight and Advice:

In the initial knowledgefaber started with a list of 100 law firms in India, this list was prepared with the help of client, industry interviews, and secondary research. After this a profile of each company was prepared including different information about these companies like size (revenues/FTEs), clientele, locations, outsourcing intent (past experience, inquiries, news), pros and cons, contact details, etc.

Based on these profiles a second list of potential targets was prepared, for each of the company present in this list, first round of discussion started with our consultants taking the lead, based on the response from this round we had detailed discussions with client teams and then some companies were shortlisted from this list.

Knowledgefaber arranged for interaction between client and potential target, providing them with opportunity to engage in high-level discussions.

Output:

Client is in final level of discussion with one of target, and it is expected that a deal will be closed very soon.