Intelligence⁺

To ensure a successful sale process, a seller should conduct an exhaustive search of likely potential acquirers, carefully compile a list of theoretical best buyers, ensure that short-listed parties are approached in the right way and seek to maximize the purchase price by identifying synergies that the buyer could realize as a result of the transaction.

Dentons Intelligence⁺ can help.

Who we are

As the business-consulting arm of Dentons – the world's largest law firm – we have a dedicated team of data analysts and extensive experience in delivering actionable intelligence to clients.
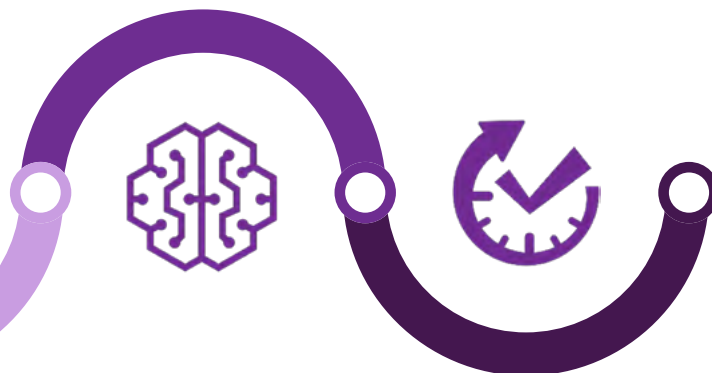
What we do

We leverage the Dentons Intelligence⁺ team's diverse skillset to equip M&A advisors with unparalleled research capabilities. We accomplish this by combining open source intelligence with proprietary acquirer identification solutions and data sets on millions of companies from trusted data vendors.
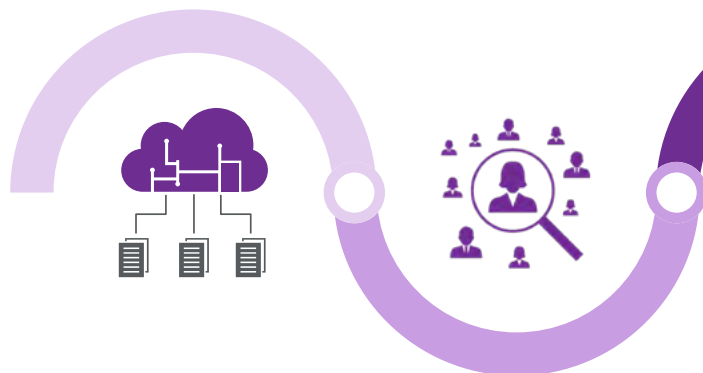
Identification

Outreach

Pre-Qualification

Pre-transaction Support

How it works

1. *Identification.* Working alongside your M&A advisor, we determine the key acquisition drivers for your business before commencing a rigorous buyer identification process that ensures no stone is left unturned. Rather than rely on a limited set of external sources, we use multi-layer analysis and proprietary intelligence solutions to cast the net wide. In addition to listening and querying public domain and social media channels via APIs, we employ hybrid intelligence and non-traditional data sources to identify the most likely acquirers for your business.

2. *Pre-qualification.* Once our research is complete, we work with your M&A advisor to create a short list of theoretical best buyers. We then pre-qualify these purchasers to ensure their strategy meets the profile of your company. We also review these companies' track records for completing similar acquisitions and their ability to fund a transaction of your size.

3. *Outreach.* The next critical step is ensuring that purchasers are approached at the right level and in the right way. Dentons Intelligence+ will help identify the right contacts at each prospective buyer and, wherever possible, leverage Dentons' global network to make warm introductions for you and your M&A advisor.

4. *Pre-transaction Support.* Finally, Dentons Intelligence+ will support your sale process through the LOI stage, conducting pre-transactional analysis and desktop due diligence of selected finalists to uncover potential red flags (at both the corporate and senior executive level) and help identify synergies between buyer and seller which may result in a substantially higher sale price.

Sources

Our sources include, but are not limited to:

Company data:

Capital IQ, D&B Onboard, D&B Hoovers, Debtwire, Spark Interfax, AlphaSense

Transactions:

Preqin, Dealogic, Mergermarket, fDi Markets, Crunchbase

Market / Sector news:

Fitch Solutions, S&P Market Intelligence

Employee information:

LinkedIn Sales Navigator, Vault

Premium press sources:

FT, Economist, WSJ, NYT, MIT Technology Review

Public domain:

Patent Scope, Open Corporates, national business registers, Owler, Glassdoor, sector-focused press, social media (Twitter, Facebook)

Aggregators:

NewsApi, BingApi, TwitterApi