

CHALLENGE

An international private equity manager employed Patpatia & Associates to identify high opportunity investment sectors and companies within the global real estate information and technology sector.

PATPATIA & ASSOCIATES ACTIVITIES

- ✓ Segmentation and opportunity assessment of real estate market data and analytics firms by product and service type based on market growth and trends
- ✓ Quantification of demand based on the dynamic investor and customer needs for a comprehensive data and analytics solution
- ✓ Identification of under-performing analytics firms with potential for rapid turn-around through guidance of management and other initiatives
- ✓ Determination of market value based on competitive differentiations, market conditions, and management prowess
- ✓ Evaluation of potential companies for synergies with current portfolio companies for strategic mergers and/ or spin-offs



THE RESULTS

Our client was able to assess the overall market demand for real estate data and analytics related to the current service purveyors. The private equity manager successfully acquired an analytics purveyor and combined its relative strengths with one of its current portfolio companies. The resulting merger provided a comprehensive data and analytics offering from one company, not existing in the marketplace.