

BearingPoint®

BIP enhances and accelerates value capture by following a comprehensive diligence approach when investing in the largest European B2B platform

BIP Capital Partners

L U X E M B O U R G



BIP Fund (SCA), SICAR is a Luxembourg based investor focused on investments in mid-market businesses in Benelux, DACH and France.

To make a fully informed investment decision and best position itself for the transaction, BIP required an in-depth technology due diligence

In a competitive market environment, BIP was deliberating over whether to invest in digital platform company, Mercateo. To make an informed decision regarding valuation and to understand ways to maximize future profitability, BIP recognized it needed a more holistic understanding of Mercateo's technology capabilities and, specifically, its proprietary B2B e-commerce technology, which had plans to evolve into a more sophisticated multi-sided digital platform. The due diligence task would demand a unique skillset, blending highly technical and commercial capabilities.

Our proven methodology and alignment with BIP's investment thesis ensured a bespoke evaluation of Mercateo's platform

As part of its due diligence process, BIP asked us to review Mercateo's organization and technology stack, with a focus on the scalability and digital capabilities of the platform. To ensure alignment with BIP's investment thesis, we adjusted our diligence framework to fit BIP's needs. Beyond data room analysis, we interviewed key staff, including the CTO and IT Director, to enrich our assessment and properly anchor our recommendations. We delivered a final report covering all relevant digital domains and answered BIP's queries, providing crucial support for BIP's investment decision.

Maximizing future returns with the right valuation

Within three weeks, we delivered a comprehensive technology due diligence report on the largest B2B platform in Europe, which provided strategic support for BIP's investment decision-making. Based on rigorous qualitative and quantitative evaluation, we confirmed Mercateo's technological vision and capability. We established the company's fit with BIP's investment goals, and supplied recommendations that would have a direct impact on future profitability. To that end, BIP was able to make a competitive bid and successfully invest in Mercateo.

”*BearingPoint's proactive and flexible approach in translating our goals for technical due diligence into a comprehensive scope and delivering findings within tight deadlines together with constructive proposals for remedies was critical in our assessment of investment in Mercateo.*”

- Katrin Wehr-Seiter, Managing Director, Partner, BIP Capital Partners

Contact

For more information, please contact Matthias Roeser, Partner, at matthias.roeser@bearingpoint.com