PRECISION

Case Study

Accelerating post-close integration with Acquisition Overlap & Cost Synergy Analysis

The Challenge

Forging new strategic ventures to expand their healthcare expertise, this distributor wanted to identify post-close synergies and opportunities in order to accelerate integration.

Our client looked to Precision for:

- A confidential, 3rd party overlap analysis to identify and validate transactional synergies and opportunities
- Fact-based insights from large volumes of unstructured data to increase speed and efficiency of integration

About the Client

A global leader in healthcare for over two centuries and one of the nation's largest distributor of wholesale medical supplies and equipment:

- Offering 300K+ medical-surgical products
- Serving customers across 14 countries
- Employing 76K+ employees globally

Actionable Big Data Solutions:

Leveraging models from Precision's Merger & Acquisition data solutions and 20+ years of B2B industry experience, we:

- Identified acquisition cost synergies across dozens of categories and thousands of SKUs
- Reconciled differences in pricing, discounts, rebates, contracts, incentive programs, and other factors to arrive at net-net cost differences
- Used customer overlap analysis to identify shared and non-shared customers and align on greatest growth opportunities
- Quantified product and vendor overlap to support critical cost negotiations with suppliers
- Quantified opportunities for inventory consolidation between warehouses, reducing working capital, increasing service rates and reducing stockouts

Outcome & Results:

$13M Synergy Opportunity

Insights enabled the distributor to make informed supplier decisions post-close to achieve $13M in cost synergy opportunity.

About Precision:

We help B2B distributors, suppliers, and wholesalers uncover growth opportunities, increase revenue, and maximize margin leveraging the inherent power of data and data insights. Leverage our 20+ years of experience to achieve your company's goals.

Connect with Us

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