

Acquisition Search

Company Search and Valuation

Problem: A Chicago equity investment firm was interested in identifying successful EMS companies that had a consistent history of profit and a defensible market segment. The firm wanted to put together a syndicate of companies that could dominate low-to-medium volume and high complexity product assembly market niche within the industrial, medical and transportation market segments. So to better accelerate their time to market, the company retained NVR to provide intelligence, guidance and introductions to the most eligible companies that would make the best acquisition candidates.

Solution: NVR provided a macroeconomic analysis of the EMS industry of the leading suppliers profiling their profitability by industry segment, geography and customer product application. Because of the many years of experience NVR has had in the EMS sector, CEO-level access and introductions were made to a wide variety of eligible companies. NVR assisted the client in the market valuation of these selected firms, assessing their future potential and position in the marketplace, and making recommendations for the best companies to be successful.