

Due Diligence for an eCommerce Fulfillment 3PL Acquisition

The client is a leading global logistics provider with operations across the globe helping businesses manage and optimize logistics and supply chain operations.

Within a highly competitive bid and condensed timeline, the client engaged Clarkston to partner on a commercial due diligence for a target eCommerce fulfillment company. Clarkston evaluated the target's strategic, operational, and technological capabilities against peer competitors and industry best practices and provided assessment on criticality of each capability. Clarkston identified potential areas of synergy to be realized post-acquisition and validated with client stakeholders to ensure feasibility and validity. Additionally, an assessment of both market and target-inherent risks was performed, as well as strategies for mitigating these risks.

By partnering with Clarkston, the client gained enhanced insight into the strengths and weaknesses of the target company's strategic, operational, and technological capabilities in the context of peer competitors and industry best practices. Clarkston's deep industry expertise and flexibility were noted as key factors to success in providing the insights the client leadership team required.

Case Study

PROJECT OVERVIEW

INDUSTRY:



Logistics

PRIMARY OBJECTIVES:

- Assess the viability of a deal by evaluating the target's commercial capabilities against industry standards and peer competitors, identifying potential synergies as well as risks associated with the deal
- Provide market and industry expertise and competitive benchmark analysis
- Lead the team toward successful execution of diligence activities within a condensed timeline

RESOLUTION:

- Assessment of the target company's capabilities within operations and technology, compared against industry best practices and peer competitors
- Articulation of synergy opportunities of the deal
- Enumeration of the deal risks and associated mitigation strategies
- Provide project management framework and support to coordinate and plan across the client's functional teams and Clarkston's subject matter experts

KEY BENEFITS:

- A thorough Commercial Due Diligence Report consisting of market analysis, target capabilities assessment, synergy evaluation, and deal risks and mitigation strategies
- An assessment of target strengths and weaknesses based on industry standards and peer competition
- Industry insight and objective expertise to guide client leadership toward deal decision-making



Learn more about Clarkston's due diligence and M&A services and experience below:

M&A Services

A Better Approach to Due Diligence Investment Criteria

Deal Acceleration Through Industry Expertise During Commercial Due Diligence

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