

## CASE STUDY

BFSI

# Building an information hub for a financial database platform



## About the client

The client is a prominent player in the private equity and venture capital information sector, possessing an extensive database encompassing comprehensive insights into private equity and venture capital investors, along with their portfolios. Additionally, it offers valuable information about various industry stakeholders, including financial advisors, investment banks, limited partners, and service providers.



**Founded in**  
**2007**



**Revenue**  
**USD 653.1 Mn**



**Employees**  
**2,350**



## Objective

In pursuit of substantial growth, both in terms of transaction diversity within the US and global coverage, the client sought to elevate its delivery capabilities. To achieve this, they entered into a strategic partnership with Netscribes, leveraging our offshore resources for enhanced database expansion.



## Approach and Solution

In addressing the client's data expansion needs, we implemented a progressive approach:

- A 5-member team was initially deployed to serve as the primary information provider for the client. This team played a crucial role in supporting the client's growth by consistently delivering accurate and timely data for their expansive database.
- Over a span of 6 months, the team size experienced significant growth, increasing to 34 dedicated resources. As of now, the robust team boasts of more than 200 highly skilled personnel.
- The team executed a comprehensive profiling exercise covering private equity and venture capital investors, as well as companies with historical or current affiliations to private equity or venture capital backing.
- A multifaceted approach was employed that included extensive secondary research, meticulous news sourcing, data categorization, and a thorough examination of global mergers and acquisitions (M&A) activities.



## Results delivered

By deploying a multi-faceted research approach, our analysts were able to deliver the following results for the firm.

- By refining and documenting the organization's research process, an overall process improvement was achieved.
- As a result of these enhancements, there was a substantial increase in productivity. The approximate number of profiles handled by analysts went up from 3.5 to 8 per day.



## Client benefit

Netscribes' collaborative effort with the firm's sales team involved crafting tailor-made sample solutions for their clients. This bespoke approach directly facilitated an increase in the company's top-line growth, demonstrating the tangible benefits of our partnership in driving revenue expansion.

Browse through our [data information services](#) and get started on your journey towards top-line growth through comprehensive insights today.

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