

Apprise Consulting case studies (cont'd)

CASE STUDY 15 – Due Diligence, CIL Ernst & Young



Undertook a due diligence process on behalf of CIL Ernst and Young to evaluate the viability of purchasing a specialist warehousing and transportation company on behalf of a major investment bank and assisted the new owners in formulating a commercial strategy for the company.

This included:

- interviewing customers, staff and competitors
- Auditing existing operations
- Matching revenue to costs
- Looking at potential future acquisitions
- Establishing potential exit strategies

"Gwynne worked with us on a piece of commercial due diligence and strategy work for our client and their investors NBGI Private Equity. We were very impressed with his combination of detailed operational knowledge in logistics with his market insight and competitive intelligence. Gwynne's input was all heavily evidence based, including interviewing key clients of the business and talking to competitors. He was invaluable at building our understanding of the market and developing commercial recommendations for the business. He has gone on to do some operational consulting for our client team in his own right, as they were very impressed with his input. Gwynne is great to work with, he got on well with the whole team, and his contribution was always timely. Costs were reasonable and in value terms he went the extra mile."

Sebastian Chambers, Director, CIL

CASE STUDY 16 – Expert Witness, 3rd Party Logistics company

The client is a global company, ranked among Europe's leading transport and logistics firms.

The project here entailed producing an Expert Witness report to calculate revenue loss as a result of alleged flaws in the initial floor construction within the warehouse which allegedly resulted in racking being unable to be erected and potential clients being turned away.

This included:

- Ascertaining the market rates for storage and handling over a ten year period
- Calculating approximate utilization of the warehouse during that time
- Providing supporting data.

The case was settled out of court.