

AcquiVantage™

During the research, purchase, sale or negotiation process - knowledge equals power. Our transaction intelligence product, AcquiVantage™ has given our clients a pre-deal competitive edge that has earned, or saved them millions of pounds.

CiRO is typically engaged at the early decision-making stage and sources intelligence that provides our clients with vital leverage. We have worked on a variety of transactions including corporate mergers & acquisitions, land purchases, residential property development, commercial lease renewals, license & agreement negotiation and new market entry.

- Provide relevant information to enable and optimise valuable business decisions
- Assess the political and financial risks in potential mergers & acquisitions, privatisation or similar financial transactions
- Analyse, with a focus on the individuals behind the business deals, understanding their background, reputation and level of reliability
- On-the-ground human intelligence and trade sources in multiple jurisdictions
- Understanding emerging markets and challenging business environments
- Manage regulatory compliance including know your customer, anti-money laundering, countering the finance of terrorism and anti-bribery
- Work in unison with your own legal and accountancy checks

Working Example

CiRO was mandated to provide transaction intelligence to a multinational shipping organisation during their strategic acquisition of a target company. Our client was fully capable of structuring the legal documentation and financials themselves. AcquiVantage™ was initiated to support our client's internal processes and fill the knowledge gap.

CiRO carried out a full geopolitical risk analysis, at a micro level, on each of the target's operational landscapes. We explored previous litigations, threatened or pending claims, insurance history, government permits, licenses and approvals. We covertly built detailed personality and behavioral reports on each of the key stakeholders. Finally we sourced intelligence on reputation and integrity that could subsequently embarrass or damage our client. AcquiVantage™ unearthed key information which defined the acquisition strategy.