

Case Study

Media and Information



High-quality secondary research information empowers a leading BI company

Objective

Our client, a US-based SaaS company, relies on high-quality secondary research for its proprietary business intelligence (BI) platform. With an aim to conduct operations with greater efficiency, it sought a secondary research partner that could collate volumes of relevant information from a variety of qualified sources and integrate it with its proprietary platform. As the product is employed by global enterprises to make informed business and investment decisions, high data accuracy and detail was critical.

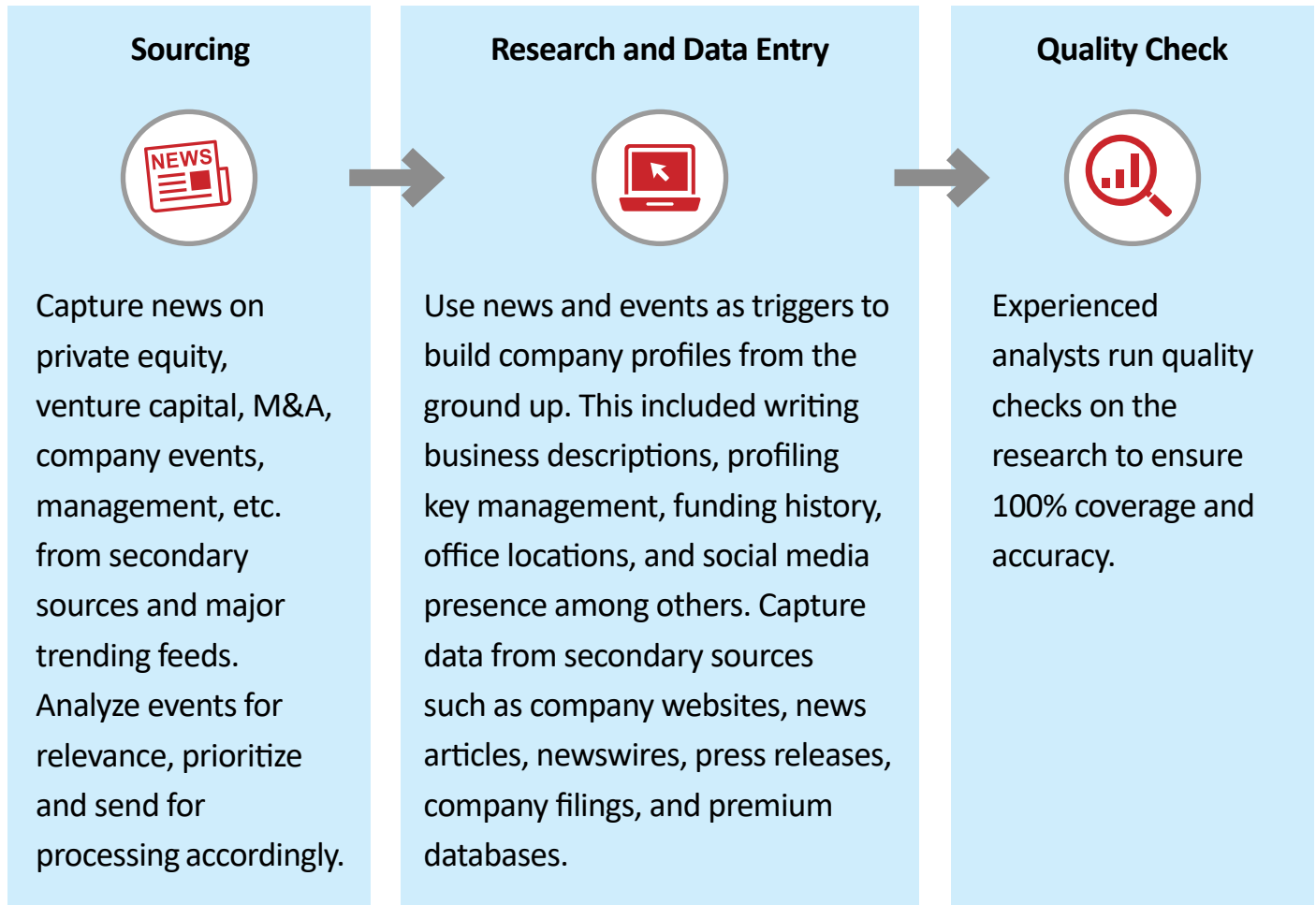
Solution

The client found Netscribes to be the best-suited partner, given our:

- Robust processes and meticulous attention to detail
- Extensive research acumen in the financial sector
- Ability to analyze financial and non-financial information based on company filings, SEC, news reports, stock exchange filings, etc.
- Access to premium databases like Factiva and Lexis Nexis

Netscribes deployed dedicated research teams for all the datasets covered by the client, such as private equity, venture capital, mergers & acquisitions, limited partners, investors, service providers and executives.

Here's an overview of the work flow:



Benefit

With Netscribes, our client was able to feed business-ready information into its BI platform faster and with greater efficiency. Furthermore, thanks to the robust quality measures employed, the client could steer its former quality assurance engaged resources to focus on newer datasets, areas of research, and achieve greater operational efficiency.



Through your research, we now have a decade of coverage for M&A deals (for North American/European companies) on our platform! This is a huge win for the M&A team and has been one of the top M&A goals for the past several quarters! Without you awesome people, we wouldn't have been able to achieve this. I want to say Thank You to each one of you for always bringing your best each day. Great Job! ””

— **A Research Analyst at the client's M&A team**

Improve decision-making and drive greater efficiency with accurate data and information

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