



Distinctive
Strategy
Consulting

Business Case

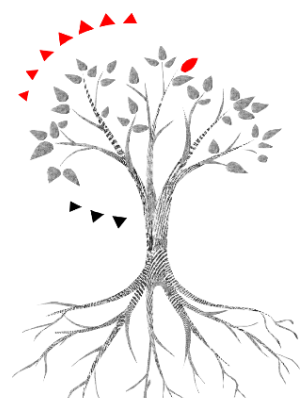
“Investor Relations Support”

Innovating.Clients.Success



“Investor Relations Support”

Industry	High Tech
Functional Practices	Corporate Finance
Client Description	The client is a high tech start-up company that has set himself the goal of making high performance data centers more efficient. The innovative technologies offered by the client follow specific design principles with universal benefits. The tasks performed by the client are adjusted and customized depending on the requirements of each data center; the client promises the best cost-benefit ratio for each customer.
Mandate	The client strives for a fast internationalization and growth strategy. In doing so, he needed a financial as well as strategic partner to open new markets and provide the first financial backing. For identifying the right partner, support in terms of investor relations was requested.
Methodology & Achievements	<ol style="list-style-type: none">1. Executed a strategy workshop regarding the needed capital and the planned use of the capital2. Verified by company valuation and return on investment expectations3. Prepared a pitch presentation4. Developed a long list of potential investors5. Strategy workshop was held to define funnel criteria for the long list6. Developed a short list with potential investors7. Set up contacts and appointments with potential investors



Please contact us for further information.
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