



ABOUT US

The Deerborne Group is a boutique management consulting firm comprised of industry leading consultants from across the globe focused exclusively on the global biotechnology, in-vitro diagnostics, and life sciences markets.

Our primary focus is advising corporations, venture capital, and private equity firms on commercial, operations, and corporate strategy. We partner with our clients to develop insight-driven business solutions to help them better identify opportunities, minimize risks, and navigate their most difficult management challenges.

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The Deerborne Group
MANAGEMENT CONSULTING

"Helping Clients Accelerate Insights Into Value"

CASE STUDY

GIVEN ALL THE COMPLEXITIES IN TODAY'S MARKET, HOW DO YOU VET THE RIGHT ACQUISITION TARGETS?

A US-based private equity (PE) firm, that manages a multi-billion-dollar healthcare portfolio, was looking to further expand their holdings with a specific acquisition target in the US molecular diagnostic laboratory services market. After initial discussions to understand the PE firm's vision and to ensure alignment, the PE firm retained the services of The Deerborne Group to help facilitate specific portions of their due diligence.

An initial market assessment was conducted to analyze the market opportunity, gain insights, and identify potential risks. This included taking a deep-dive and looking at market conditions, regulatory, reimbursement, billing, competition, and more. To further understand the unmet needs of the customer, both qualitative and quantitative research was conducted with the industry's key opinion leaders to validate initial observations and insights. Once the external factors had been thoroughly researched and vetted, it was time to look internally. A team from The Deerborne Group met onsite with senior management to conduct an audit of their ISO 13485 quality management system (QMS). In addition, we looked at their various regulatory filings, billing practices, as well as conducted a review of their laboratory developed test (LDT) portfolio.

In the end, The Deerborne Group delivered a thorough market assessment, financials, and insights that supported the acquisition. The client said that this engagement had provided them with the information that they needed to minimize risks and make the most informed investment decision that allowed them to confidently move forward with the acquisition.