



# “Buy and Build” Strategy

Accelerate growth with a well-researched “buy and build” strategy

In a fragmented market with many smaller players, consolidation opportunities regularly arise that are realised with a “buy and build” strategy. Potential target companies are identified and, like a string of pearls, several acquisitions are made at short intervals. In most cases, the entry is made with a “platform company” that already has the structures and processes in place so they are able to integrate newly acquired companies quickly and smoothly.

In close cooperation with our clients, we:

- Conduct detailed market studies to detect attractive markets for a “buy and build”
- Identify potential target companies and platforms, separate the “good” from the “bad”
- Undertake initial approach of target companies and prepare initial discussions

After analyzing the market according to international standards, we:

- Begin negotiations and support our clients in assessing each target company’s attractiveness
- Assist in the subsequent transaction process (e.g. with Corporate Due Diligence, buy-side process management, valuation: “buy”) to agree on attractive entry conditions
- Advise in the integration to follow (“build”) upon request

Many years of experience in organisational consulting allow us to implement integration as the actual crowning achievement of a successful buy-and-build in such a way that group benefits are realised (e.g. cost synergies) and performance incentives are set in such a way that motivation is high and group goals are achieved.



**Dr. Stephan Bülow** | Senior Advisor, M&A expert

Stephan has always been a “deal maker” who offers integrated management consulting and corporate finance services for facilitating shareholder changes in the best possible way. In this role, Stephan has been advising both investors and owners and has already managed to close deals worth more than €2bn. He also has a track record as a hands-on Private Equity director. In addition, he successfully executed 3x “buy and builds” as investor and CEO. → [in](#)

Ready for the next step? Contact us for an informal exchange at **+49 89 44 99 07 20** or book us [here](#).