Gain

Case Study

How an MBB Firm 2x'd the Speed of Private Market Research

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This case study highlights how an MBB strategy consulting firm in New York leverages Gain to enhance its private equity advisory capabilities.

The Challenge:

Fragmented Financial Data Across Borders

For the New York based team, researching companies across the US and EMEA meant working through a patchwork of local registries, varying filing standards, and language barriers. Pulling together a clean, comparable financial view often involved moving between multiple sources and stitching the information together manually, making their research process tedious and time consuming.

> "Before we started using Gain, one of the key challenges we faced was accessing consistent and reliable financial information across geographies. We did not have a single platform capable of providing structured financial data for companies across different continents, which made desk research more fragmented and time-consuming. As a result, gathering financials and comparable data often required navigating multiple sources, increasing inefficiencies and slowing down delivery timelines."
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> **Project Leader at MBB**

The Solution:

Centralized, Decision-Ready Financial Intelligence

The team turned to Gain to simplify this process. Instead of toggling between registries and databases, they now have structured financials and insights in a single, easy-to-use platform, simplifying desk research and accelerating early-stage analysis.

> "We chose Gain because it is reliable, user-friendly, and particularly effective when working under tight timelines. In private equity and consulting environments, speed and accuracy are critical, especially for proposals, rapid market scans, and short turnaround due diligences. Gain is particularly valuable for initial screening and early-stage analysis. It allows us to quickly gather financial information on target companies, identify relevant peers, and develop an initial view on market dynamics. This improves execution efficiency and ensures we can respond rapidly to immediate client requests while maintaining analytical rigor"
>
> **Project Leader at MBB**

Use Cases:

Supporting Benchmarking and Valuations Across Markets

- Accessing financial information on private companies across different geographies
- Identifying peer groups and comparable companies to support benchmarking analyses
- Developing an initial view on valuation levels, including reviewing disclosed transaction multiples
- Supporting early-stage screening and proposal work, where fast access to structured data is essential

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The Result:

Moving Faster from Data to Insight

Since adopting Gain, the team has seen a significant increase in execution speed. What previously required navigating multiple sources can now be completed in a single platform, giving teams an immediate, structured starting point for analysis.

> "Gain reduces the time required to gather financial and peer information, especially in the early stages of a project. In practical terms, I would estimate that it makes us roughly 2x faster compared to relying on fragmented sources. This acceleration is particularly valuable when managing multiple junior team members, as the platform is intuitive and easy to explain. It reduces onboarding time and ensures more consistent outputs across the team."
>
> **Project Leader at MBB**

Now, with a reliable "first draft" of financial and market insights readily available, the team can focus on deeper analytical work rather than data collection.

> "Instead of spending time collecting basic data, we can dedicate more effort to interpreting results and developing sharper investment theses, stress-testing assumptions, engaging in higher-quality discussions with senior stakeholders, and improving the overall depth and rigor of due diligence. In essence, Gain enables us to move more quickly from data gathering to insight generation and strategic refinement, ultimately improving the quality of client deliverables."
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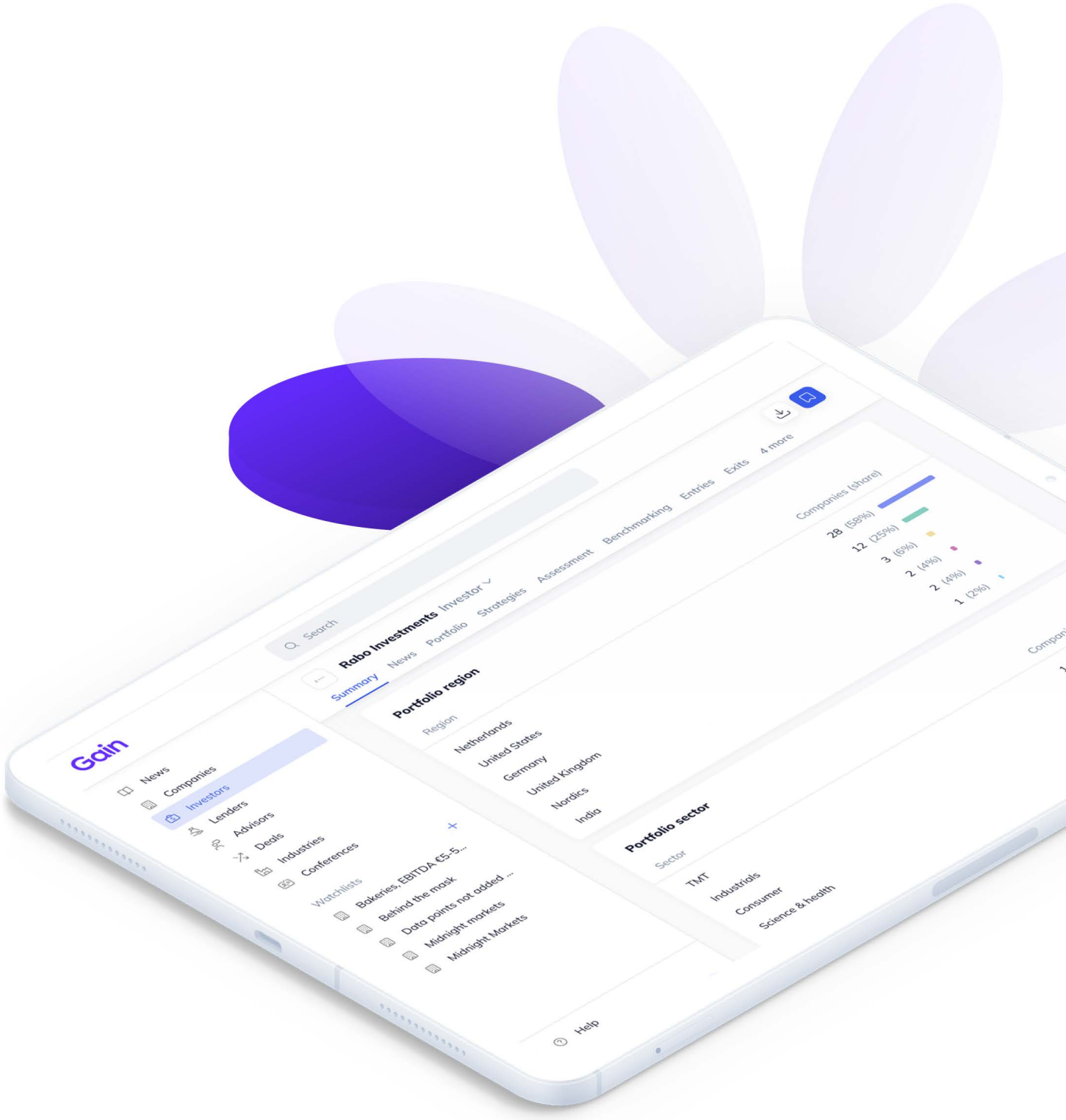
> **Project Leader at MBB**

With a stronger starting point, the team can operate with greater speed and conviction, translating into sharper recommendations and more impactful client engagements.

Scan to try Gain for yourself

“The only reason not to recommend Gain is to keep it for myself.”



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