Gain

OC&C Strategy consultants

Case Study

How OC&C Germany Accelerates Client Preparation and Insight with Gain

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OC&C Strategy Consultants is a global consulting firm with over 35 years of experience and 19 offices worldwide. As a certified B Corp and specialist boutique, the firm focuses on a select set of sectors, including B2B Services, Consumer, Retail, Leisure & Travel, Technology, Telecoms, and Media, enabling its teams to deliver deep, high-impact insights tailored to each client's unique challenge. As a trusted advisor to the private equity industry, OC&C supports investors across the full deal lifecycle, from origination and due diligence through to value creation and exit. This case study is how Gain supports OC&C's team in Germany.

The Challenge:

Gaining a reliable view of private markets

The team at OC&C was looking to address a familiar challenge in strategy and transaction-related work which was gaining a reliable view of private markets quickly and efficiently, particularly when preparing for initial calls with banks or PE clients, where time and resources for detailed preparation are often limited.

> "Too often, a significant amount of my time was spent piecing together information from fragmented sources across company websites, local filings, press releases, registries, and various other databases, just to build a basic fact base on a company, sponsor, or market. More importantly, the real issue was that I often could not prepare in enough depth, which meant conversations sometimes remained too high-level. I was looking for a solution that would allow me to get to a robust fact base on companies, investors, and sectors faster and with greater confidence."
>
> **Hendrik Walter**
> Partner at OC&C Strategy Consultants

The Solution:

The right intelligence, delivered faster and with confidence

The team chose Gain as their private market intelligence platform because it offers a very strong combination of relevance, speed, and credibility. It provides them access to structured private market information and insights in a format that is immediately useful in a consulting context.

> "What matters to me is not simply access to more information, but access to the right information in a way that supports sharper judgment and faster decision making. Gain does that well, and I also value the fact that it provides direct access to the underlying sources."
>
> **Hendrik Walter**
> Partner at OC&C Strategy Consultants

Use cases:

From initial research to informed client dialogue

- Get up to speed quickly on a company, investor and its portfolio, or subsector, in preparation for update calls with bankers or PE clients
- Map market landscapes and ownership structures, and to identify relevant contacts whom we can approach
- Understand sponsor activity, portfolio context, and deal history, including an overview of which advisors were involved
- Build an initial fact base for hypotheses, benchmarking, and client dialogue
- Browse industry and sector conferences to decide whether there are important events we should attend

The Result:

Turning time savings into better client outcomes

Since adopting Gain, the OC&C team in Germany has significantly reduced the time required to build an initial view of companies and markets. What was once a fragmented, manual process is now streamlined, allowing the team to get to a strong starting point in a fraction of the time.

> "In practical terms, Gain saves me a significant amount of time each week, and in many cases that easily adds up to several hours. I can be far more efficient and far better prepared in the limited time I typically have before meetings."
>
> **Hendrik Walter**
> Partner at OC&C Strategy Consultants

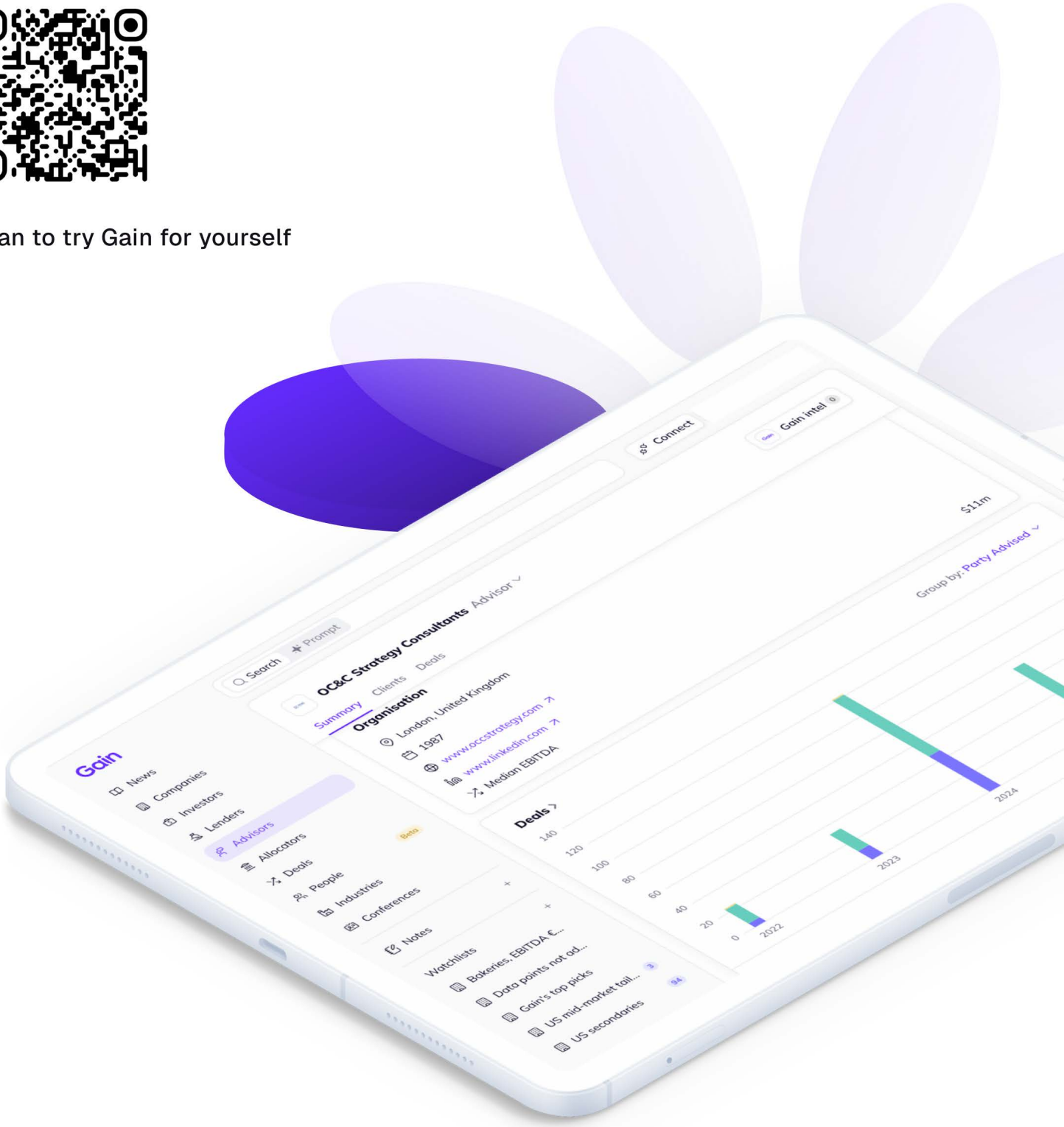
Beyond efficiency, the impact is felt in the quality of work. With less time spent gathering and validating information, the team can focus on interpreting data, challenging assumptions, and developing sharper, more informed perspectives for clients.

> "Gain improves the quality of the work. I can spend less time gathering information and more time framing the right questions, sharpening the hypothesis, stress-testing assumptions, and shaping the strategic narrative for clients. In that sense, the value of Gain is not simply efficiency. It allows me to devote more time to judgment, interpretation, and client impact. This is particularly valuable when preparing for pitches."
>
> **Hendrik Walter**
> Partner at OC&C Strategy Consultants

Ultimately, Gain enables the team to shift their focus toward higher-value activities, moving faster from information gathering to judgment, where they can create the greatest impact for clients.

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

Scan to try Gain for yourself



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