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Case Study

How PwC Netherlands uses Gain to move faster from research to client meetings



Gain

PwC is one of the world's leading professional services networks, with more than 370,000 people across 149 countries working in audit and assurance, tax and legal, and deals and consulting. Guided by its purpose to build trust in society and solve important problems, the firm plays an active role in shaping Belgium's economic future. This case study is how Gain supports PwC's Corporate Finance M&A team in Amsterdam, Netherlands.

The Challenge:

Fast Access to Reliable Market Information

PwC's Corporate Finance M&A team in Amsterdam needed easy access to private market information and insights to support its research, from building a view of companies and investors to preparing for client meetings. Staying ahead of developments in the market depended on that information being both reliable and quick to find.

> "For seniors in the team, it's really all about making sure you're informed about what's happening in the market and preparing for client meetings."
>
> **Raymond Hundermark**

The Solution:

Reliable Intelligence, Quick to Access

The team turned to Gain for its combination of ease of use and depth of information. With company, investor and deal data available in one platform, the team can get to what it needs without working across multiple sources.



> "What drew us to Gain was the ease of use and the information availability. It's easy and quick to get the insights you need."
>
> **Raymond Hundermark**
>
> Senior Manager, Corporate Finance M&A at PwC

Use Cases:

Powering Research from Investor Mapping to Client Meetings

- Researching PE portfolios, sector focus, ownership and transaction history
- Following live deals in the market and the stage each process has reached
- Tracking companies of interest with watchlists
- Preparing for client meetings with up-to-date company and investor profiles

> "Something I really appreciate on Gain is the live deals. I love that I can have a view of the live deals and what stage they're at."
>
> **Raymond Hundermark**

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The Results:

Faster, Validated Research and Stronger Pitches

Since adopting Gain, the team builds a reliable view of companies and investors in less time. Gain also serves as a reference point, which the team uses to cross-check findings from other sources before they reach a client.

> "The main benefits are having easy access to information and getting to profiles quicker. Gain also gives us a sense check on information. It validates information and speeds up the process."
>
> **Raymond Hundermark**

That speed and confidence carry through to how the team wins new work. With a solid fact base in place early, business development and proposal work starts from a stronger position.

> "For me, Gain helps business development efforts and quickly getting an overview or understanding of a market."
>
> **Raymond Hundermark**

Today, Gain is part of how PwC's Corporate Finance M&A team in Amsterdam researches the market, follows live deals and prepares for client conversations. With faster access to information and insights, the team can focus its time on the advice and relationships that matter most to clients.

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

Scan to try Gain for yourself



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