

Centralizing Data:

# How Taurus Corporate Finance Created Efficient Workflows with Gain.pro



Headquartered in Deventer, Netherlands, Taurus Corporate Finance is a multidisciplinary firm, offering sell-side and buy-side M&A services, business valuation and management consulting. With a team that combines expertise from business and financial disciplines, they offer each client a customized approach. Taurus Corporate Finance is part of the global Ecovis network, with more than 12,000 professionals across more than 90 countries it enables Taurus to offer its clients more comprehensive solutions. Taurus Corporate Finance set themselves apart with their thorough research and audit practices, earning their reputation as a trusted partner for organizations navigating complex challenges.

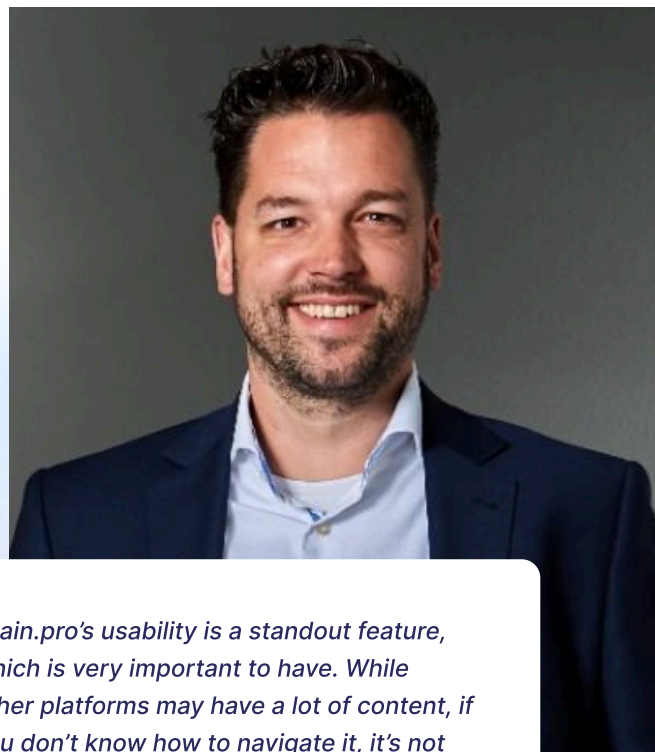
## From Manual Processes to Efficient Workflows

Having previously relied on other data platforms and the Chamber of Commerce for private market information, Taurus Corporate Finance found that their research and list-building processes required a significant amount of manual work as information was often difficult to find and scattered across multiple sources. Recognizing the opportunity to improve efficiency, they sought a digital solution that could centralize all relevant information and data into a single, easy-to-use platform.

**“We work with several data platforms, but Gain.pro stands out for its integrated solutions combined with user-friendliness, which makes it an efficient tool for collecting information about companies and transactions.”**

Wout van der Pas, Manager at Taurus Corporate Finance

They were ultimately impressed by Gain.pro's comprehensive data coverage in their target regions as well as its easy-to-use interface, making it the ideal solution to enhance their operational workflows.



*“Gain.pro’s usability is a standout feature, which is very important to have. While other platforms may have a lot of content, if you don’t know how to navigate it, it’s not much help. This is a big plus for us.”*

**Mark Huiskes**

Partner at Taurus Corporate Finance

### Use Cases:

## Streamlining Private Market Research

One of the primary ways Taurus Corporate Finance leverages Gain.pro is for private market research. Our curated company profiles and niche industry reports enable them to quickly and accurately gather the information they need for key deliverables.

Gain.pro's company profiles include details such as:

- ✓ Business descriptions
- ✓ Cleaned financials
- ✓ Deal history
- ✓ Ownership information
- ✓ Market insights
- ✓ And much more



*"Gain.pro offers multiple layers of information for analysis."*

**Wout van der Pas**  
Manager

These insights provide a comprehensive foundation for understanding companies and their market positioning, streamlining the research process.

The team also benefits from Gain.pro's industry reports, which provide a deep understanding of niche sectors. These reports include proprietary information gathered from C-level interviews, as well as analyst assessments and detailed data on specific segments, key players, active investors and advisors.

By leveraging company profiles and market data, Mark Huiskes, Partner at Taurus Corporate Finance, says, **"Gain.pro supports us in preparing sales pitches for new clients. It helps with research on prospective clients as well as peer analysis in their market."**

## Building Tailored Buyer Lists

For sell-side mandates, Taurus Corporate Finance uses Gain.pro to efficiently build highly targeted strategic buyer lists for their clients. By leveraging the platform's AI-powered Similar Companies feature, they can easily identify relevant market players. This feature allows them to pinpoint companies within the same space, ensuring that the resulting list is both comprehensive and relevant to the specific mandate.



The platform's advanced filtering capabilities further refine these lists, allowing the team to search based on specific criteria such as region, financials, ownership type and more. This level of granularity ensures that the list is well tailored to their client.

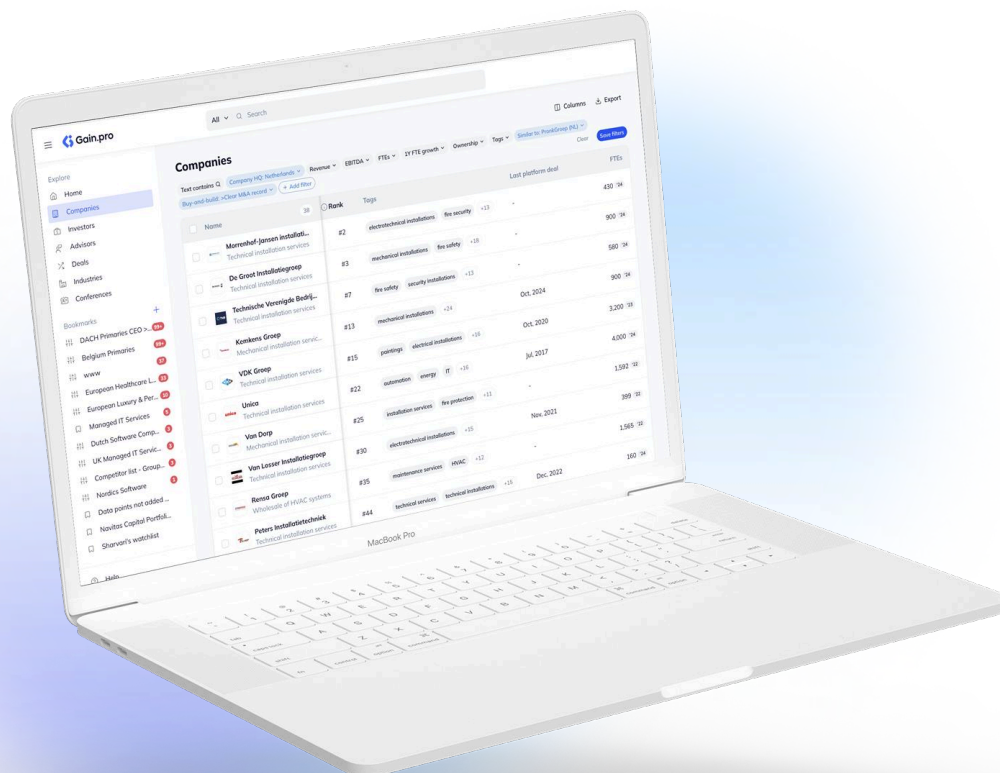
Gain.pro's industry reports offer the Similar Companies feature to explore and get inspired about market players. The platform also allows us to filter by specific tags, regions, revenue or EBITDA to identify potential buyers or targets.

Once they have built these lists, the team at Taurus Corporate Finance can save the results as Bookmarks within the platform. These Bookmarks automatically update as new companies meet the criteria, ensuring that the buyer lists stay current without additional manual effort. For further analysis, the team can also export these lists as an Excel file.

## Finding Key Representatives within Organizations

Another way in which Taurus Corporate Finance uses Gain.pro is to identify key representatives within organizations, streamlining their outreach efforts. The platform contains management representatives and their LinkedIn profiles for every company, as well as personnel from sponsors, including their LinkedIn profiles, region, sector focus and associated portfolio companies.

In addition to representative information for investors and companies, Gain.pro also includes information on advisors. **“The advisor section is quite useful. I use it occasionally to connect with advisors if we want to make a connection with a potential buyer.”**  
- Wout van der Pas



**Outcome:**

## Greater Efficiency to Deliver Exceptional Client Services

Since implementing Gain.pro into their daily workflow, Taurus Corporate Finance has gained time savings and operational efficiency. Not only has the platform sped up their research and data gathering without compromising quality, it has helped them better prepare for conversations with clients.

**"As a firm focused primarily on sell-side M&A, Gain.pro is incredibly useful. Its user-friendly interface makes it easy to identify market peers, active strategic buyers and private equity firms. The platform simplifies finding buyers within our target segments, which is crucial for our work.**

**Additionally, Gain.pro streamlines peer analysis and enhances our conversations with clients. It's far more efficient than relying on the Chamber of Commerce to download annual accounts. It really helps speed up this research."**

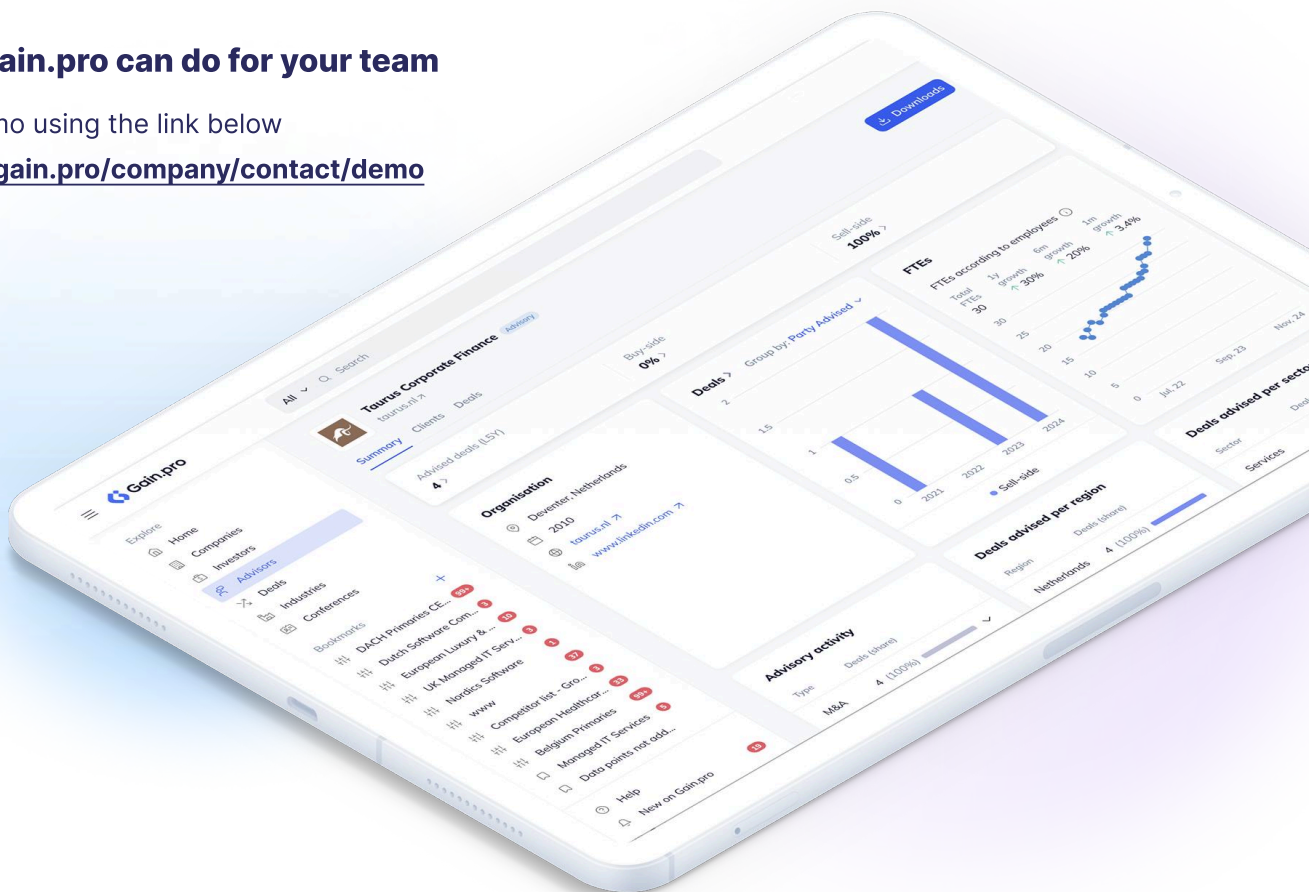
Mark Huiskes

By leveraging Gain.pro, Taurus Corporate Finance has been able to reduce time-consuming, manual tasks, allowing them to focus more on the strategic, value-added aspects of their work such as performing analyses and fostering deep client relationships. This ultimately enables them to provide their clients with tailored, high-quality services that set them apart in the market.

## See what Gain.pro can do for your team

Request a demo using the link below

<https://www.gain.pro/company/contact/demo>





**Find, understand and track**  
companies that matter to you