

ENHANCING PROJECT SUCCESS RATES: THE IMPACT OF PORTFOLIO COMPANY STAKEHOLDER INVOLVEMENT



An analysis of BluWave's propriety data reveals that having a portfolio company stakeholder present during the project scoping and service provider-selection process meaningfully increases the likelihood of a private equity firm's project moving forward. It also improves overall satisfaction with outcomes.

More Likely To Proceed

BluWave's analysis of more than 1,500 private equity firm projects shows an **80 percent** increase in the likelihood of a portfolio company moving forward with the PE firm's desired initiative (see figure 1).

This data indicates that **a portfolio company is twice as likely to align with the private equity firm's objectives** if a portco decision-maker is involved during the project's scoping and service provider-selection process. This holds true across industries, company sizes and service types.

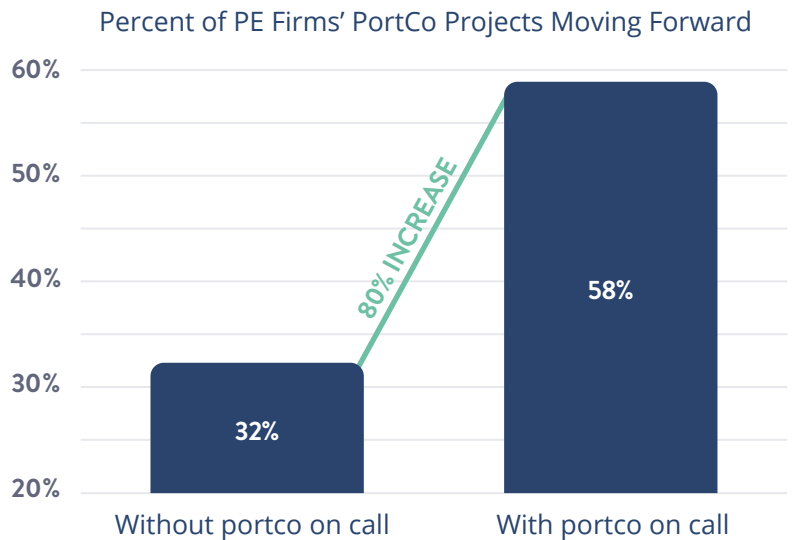


Figure 1: An 80 percent increase in projects moving forward

5% ↑
SATISFACTION

Figure 2: Based on more than 1,500 projects

Better Outcomes

The 80 percent overall increase in project progression also leads to better and more satisfying outcomes for both the private equity firm and portfolio company.

In post-engagement surveys, overall satisfaction rates also increased by **5 percent** when a portco contact was involved in the project scoping and service provider-selection process (see figure 2). This increase in satisfaction is based on overall project rating scores capture by BluWave.

Contact BluWave to set up your initial scoping call with our research and operations team. They'll match you and your portco representatives with an exact-fit, PE-grade resource for your particular need within 24 hours.



Contact BluWave for
project support