

NES Fircroft Increases International Deal Flow by 150% by Working with Sourcescrub

About NES Fircroft

Founded in 1978, NES Fircroft has been delivering workforce solutions to the global energy industry for over 40 years, supplying technical and engineering personnel across the energy, chemicals, and life science markets. Headquartered in England with more than 80 offices in 45 countries, NES Fircroft is dedicated to helping its clients accelerate the transition to sustainable energy production and secure a brighter future for generations to come.

Case Study Highlights

75%

increase in active deal pipeline

150%

boost in international deal flow

50%

improvement in research productivity

2-3

years worth of deals in pipeline

3x

more database contacts

Challenge

Building a Global Corporate Development Database and Meaningful Relationships with Top Targets

With the landscape shifting constantly, the company's ability to pinpoint ideal targets early on and speak intelligently about a space requires keeping a constant pulse on market dynamics. "You only have one shot to build a relationship with most company owners, and if you make a bad first impression it's hard to fix," says Jonathan. "Today you have to provide immediate value and relevant expertise if you want to stand out and get a call back."

Solution

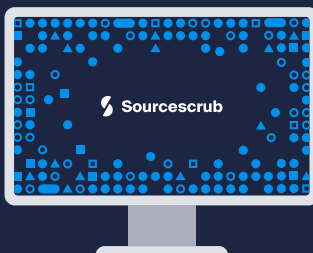
Comprehensive Data and Real-time Alerts for Target Bootstrapped Companies

Data signals like employee count, capital raises, conference attendance, and executive hires not only help Jonathan zero in on the right opportunities, but they also give him compelling reasons to reach out to top targets. Sourcescrub enables users to save searches and monitor new data signals for competitors, opportunities, and portfolio companies. This helps differentiate NES Fircroft by allowing Jonathan to be the first to know and alert others about any changes in the market.

Results

Increased International Deal Flow and a 3-Year Pipeline

Since choosing Sourcescrub, NES Fircroft has tripled its number of database contacts, improved international deal flow by 150%, and increased its active deal pipeline by 75%. "We're in a mature market, and to be able to generate this level of M&A activity and this many proprietary opportunities is pretty exciting," says Jonathan. "It's amazing to work with Managing Directors who have been in the space for 10-15 years and be able to surface super relevant companies that they've never heard of. With Sourcescrub, we're not missing anything."



About Sourcescrub

Sourcescrub is the leading Sources-first Deal Sourcing Platform for investment and M&A teams looking to research, find, and connect with founder-owned companies. Founded in 2015, Sourcescrub leverages AI and on-demand data operations to provide rich deal-ready data, unique insights from over interconnected 150,000 Source lists, and an AI-driven platform to give firms a decisive advantage so they never miss a deal.

To learn more, visit www.sourcescrub.com