

Vaquero Capital Increases Deal Flow by 50% Using Sourcescrub

About Vaquero Capital

Vaquero is an investment bank based out of San Francisco, CA that advises technology companies on mergers and acquisitions and capital raising transactions. By developing a deep understanding of their sectors and goals, Vaquero realises better outcomes for founders, PE and VC firms, and strategic partners focused on SaaS, internet, mobile, and data verticals.



Case Study Highlights

50%

increase in deal flow

30%

of deals sourced using Sourcescrub

35%

increase in research efficiency

Challenge

Quality Data Needed to Build a Sustainable Advantage

For dealmakers, data is only as good as it is actionable. Years ago, Vaquero's business development (BD) team's existing data tools were not providing the level of data quality, accuracy, and freshness the team needed to take action. Gaps in company profiles, incomplete market information, and fragmented conference intelligence prevented them from connecting with the right companies and bringing in top deals.

Solution

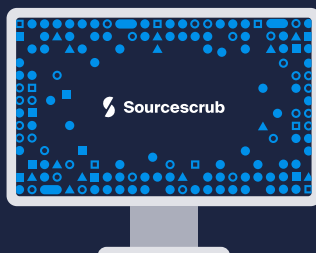
Technology + People Deliver Actionable Insights

Sourcescrub's private company intelligence platform is not just a data offering, but a sourcing solution that renders data actionable from the start. Capabilities such as company tagging, conference intelligence, real-time alerts, and list building have helped Vaquero systematically build out detailed market maps, differentiate the firm in outreach, and foster relationships with the right decision makers. With Sourcescrub, Vaquero is able to generate lead lists and execute sourcing strategies that match private equity firms' specific theses and investment criteria.

Results

Category Leadership and Consistent Wins

"Sourcescrub helps give investment banks and private equity firms sustainable advantage," says Dominic. "Because of the breadth, depth, and integrity of data we now have at our fingertips, and the speed at which we're able to act on it, I'm confident that we'll be able to outmaneuver the competition whatever the market throws our way. On a business impact scale of 1 to 10, with 10 being the most impactful, Sourcescrub gets top marks from our team."



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