

Case Study - \$200M Acquisition

- Objective
 - Identify, select, and acquire necessary 3G IP and the associated engineering talent
- Results
 - Carried out successful first pass evaluation of all applicable possibilities via research & analysis and face to face meetings.
 - Generated a short list of candidates and selection criteria for final selection.
 - In good faith, and with agreed terms in place, carried out detailed on site business and technical due diligence.
 - Successful acquisition.
- Lessons Learnt
 - The organisation must be aligned on acceptance of its core competencies.
 - Not being able to deliver IP on time is not a disaster, it's a problem that needs to be dealt with.
 - Delaying important acquisition decisions can be very costly.