A&M DIG
DATA INTELLIGENCE GATEWAY

A&M Data Intelligence Gateway (A&M DIG) is a proprietary technology that uses entity resolution to bridge open-source government data, creating a database of private companies and data points that are reliable, consistent and historical. When integrated with A&M's deep operational, industry and functional expertise, A&M DIG extracts insights into private companies that were previously unobtainable. A&M DIG's process is proprietary to your investment thesis. From identification to prioritization of deals, A&M DIG provides the data and technology needed to make the best investment decisions.

19M+ Companies from Over 7 U.S. Government Agencies and Growing
Signal extraction from government data for a historical view on private companies, including **employee growth rates, locations, age of company, ownership**, and additional insights determined by you.

Unlocking Insights: Leveraging Industry Specific Data Sources for Increased Coverage
DIG's entity resolution models allow for scraping, ingesting and modeling of **third-party sources specific to each deal**, including industry associations, top awards lists, your own data sets and other applicable sources, ensuring industry specific insights and data points for a holistic view.

Natural Language Processing and Machine Learning Models for Company Classification
A&M DIG has proprietary natural language processing and machine learning models **that categorize companies based on your investment thesis**, including services, products and markets served.

Proprietary AI Browser
A&M DIG has a proprietary AI Browser (AIB) that navigates a company's website, extracts the most relevant links and analyzes the company based on your investment thesis. AIB can analyze companies at scale, currently processing **12 companies in 1 minute.**
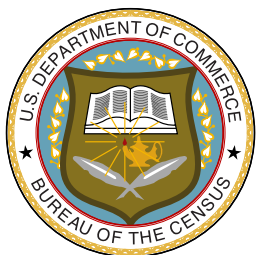
Customized Dashboard and Analytics
A **bespoke A&M DIG dashboard** with filters based on your criteria and investment thesis, empowers you to make the best investment decisions.

Prioritization and Filtration of Target Companies
A&M DIG has **over 1600 attributes** on companies for further prioritization of targets, adding quantitative metrics to your qualitative market research.

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Case Studies

	Healthcare: Add-On Identification and Prioritization	Insurance: Pipeline Prioritization	Industrials: Add-On Indentification
Client	• Middle-market healthcare private equity fund with approximately $7 billion assets under management (AUM). • Portfolio company is a provider of primary care services to underserved patient populations.	• Middle-market private equity client with $3 billion fund engaged A&M DIG to assist portfolio company with data enrichment on existing pipeline to prioritize outreach efforts. • Portfolio company is a market leader in insurance industry.	• $3.5 billion middle-market private equity fund. • Industrial services portfolio company.
Background	• Client was looking to identify clinics in target markets for geographic expansion. Clinics had to meet a certain number of physicians employed and specific payor mix. • Objective: Identify clinics that met services criteria and size thresholds to be of interest.	• The portfolio company's pipeline consisted of 600 companies, which had been compiled over many years from various sources, including industry associations, conference lists and personal industry relationships. • Objective: leverage A&M DIG database of private companies and proprietary tools for additional insights into pipeline to help prioritize outreach.	• Portfolio company was looking to expand their nonhazardous waste disposal business. • Objective: leverage A&M DIG database of private companies and proprietary tools to identify U.S. companies that fit criteria, including company firmographics, services and end markets to prioritize outreach.

Solution	• Provided data on 4,847 existing clinics in pipeline to help prioritize outreach, including number of physicians employed, approximate payor mix, ownership and other variables to determine size and prioritize outreach.
	• Identified 245 new clinics to target that weren't previously identified by buy-side advisor or industry relationships.
		• Provided insights into companies including:
		  - YoY employee growth rates
		  - Ownership and owner demographics
		  - Website signals including strategic fit with growth strategy
		  - Identified 233 companies that fit ideal criteria of acquisition
			• Identified 4,492 family-owned businesses across the United States.
			• Leveraged A&M DIG proprietary natural language processing technology to identify 538 companies that serviced commercial end markets and requested service capabilities to align with portfolio company's growth strategy.
			• Ability to filter list by age of company, ownership type and various services capabilities to further prioritize outreach.

Contact Us

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ABOUT ALVAREZ & MARSAL

Founded in 1983, Alvarez & Marsal is a leading global professional services firm. Renowned for its leadership, action and results, Alvarez & Marsal provides advisory, business performance improvement and turnaround management services, delivering practical solutions to address clients' unique challenges. With a world-wide network of experienced operators, world-class consultants, former regulators and industry authorities, Alvarez & Marsal helps corporates, boards, private equity firms, law firms and government agencies drive transformation, mitigate risk and unlock value at every stage of growth.

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A&M Data Intelligence Gateway (A&M DIG) Video

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