

Bank of Ireland



Medical Device Company – Due Diligence

What our client wanted

The Bank of Ireland funded an innovative Northern Ireland medical device company to develop a leading edge medical device product. A need for further investment, and slow sales, necessitated a review of the market opportunities and the financial prospects of the company on behalf of the bank.

What Frontline did

Frontline conducted the due diligence, working with the bank and the company, to convey robust messages and ensure that these were accepted and actioned by management.

Following discussions with management, we were able to test and challenge long established assumptions. We then carried out in-depth market analysis and updated earlier projections, including a wider investigation with current and potential customers, spanning international markets. Finally, we prepared a draft report for negotiation between the bank and the company.

What difference we made

Based on our final report, the company progressed more focused international sales and marketing, and its banking facilities were renewed and extended, minimising the risk to our client.