

## **Corporate Intelligence & Due Diligence Services**

### **M&A and Transactional Due Diligence**

Given the complexity of today's business world with the increased pressure on profitability and intensified competition, it is more important than ever to be certain of the soundness of financial transactions, mergers and acquisitions and other strategic relationships. Companies must have the utmost confidence in the individual management teams behind those deals. While the due diligence investigation prior to the completion of a financing or acquisition has become *de rigueur* in business today, we believe that the standard of care has increased for this process. *Marquet International* brings a tremendous amount of experience in discreetly and thoroughly assessing the reputations and track records of management teams in a wide range of industries and geographies around the world. We help investment firms and companies involved in acquisitions or other strategic relationships make sound decisions based upon timely and accurate intelligence and due diligence.

### **Hedge Fund Management Integrity**

In recent years, there has been an explosion in the growth and number of hedge funds. While often-attractive investment opportunities, these vehicles pose special challenges due to their relative lack of regulation and transparency. As a result, the investment world has been routinely rocked by major frauds perpetrated by unscrupulous hedge fund managers. International Management Associates, Bayou Securities, KL Financial Services, Wood River Capital Management and Global Money Management, come to mind as a few of the more spectacular hedge fund fraud disasters. *Marquet International* professionals have experience in working with investment management companies and others to vigorously screen and properly conduct hedge fund manager due diligence. Evidence of prior misconduct, censures, unhappy clients, or conflicts of interest is generally the best indicator of the future of a hedge fund and we help bring these issues to light for our clients.

### **Competitive Intelligence**

Every industry faces competition, which has only intensified as the global economy has made it easier for competitors to enter markets around the world and at home. Savvy businesses not only execute their own strategic plan, but also closely monitor their competitors' plans and actions in the marketplace. *Marquet International* helps organizations understand who their competitors are, determine their strategic plans and identify how they seek to gain a competitive advantage. We employ a unique blend of investigative intelligence gathering, conducted legally and ethically, with traditional business consulting and analysis to provide clients with the strategic intelligence to make sound business decisions.

### **Know Your Customer Intelligence**

By statute financial institutions are required to "know their customers" by conducting basic due diligence. *Marquet International* provides its financial institution clients with cost effective means to vet their customers for compliance, as well as for good business practice purposes.

### **Corporate Contest, Proxy Battle & Takeover Intelligence**

In the fast-paced world of mergers and acquisitions, the hostile takeover, proxy contest, internecine corporate dispute or other contest for corporate control, requires aggressive defensive strategies to help defend existing management groups from unwanted suitors or inadequate offers. Likewise, aggressors often require detailed advance intelligence on their targets. *Marquet International* has over 20 years experience in assisting companies and their counsel in these circumstances. We provide timely and actionable intelligence that may be used in strategy development, litigation, public relations, proxy solicitations and other decision-making purposes.

### **Shareholder Intelligence**

Institutional investors, private equity owners, hedge fund management companies, shareholder class action counsel and other shareholder representative groups often require detailed intelligence on the activities of entrenched management groups. As with the *Takeover Intelligence* services, *Marquet International* experts help shareholder groups by providing critical and timely information to all clients to make well-informed strategic decisions.

### **Vendor Screening & Integrity**

Our experience has shown that a significant percentage of corporate fraud involves vendors – as much as 50 percent or more of the cases overall. Improper relationships, including kickback schemes, false vendors and conflicts of interest arrangements are not uncommon. Such control failures are often compounded and more difficult to unearth when there is an international aspect to the relationship. The specter of potential violations of the Foreign Corrupt Practices Act can also raise its ugly head and create severe potential liabilities for US based companies. The professionals of *Marquet International* have worked with organizations to develop sensible vendor screening programs as well as investigate allegations of vendor fraud when they appear.

### **Executive & Board Member Integrity**

Organizations of all size and stripe have been routinely victimized and embarrassed by senior level executives and board members who are not all they claim to be. Carefully earned and honed corporate reputations can be significantly damaged in these instances. Some cases such as Radio Shack, Veritas Software, Sunbeam Corporation, Lotus Corporation, and Jackson Laboratories, to name a few, come to mind. In our experience, one-third of resumes have misstatements or material omissions. *Marquet International* professionals have had a great deal of experience in vetting senior management teams, as well as new and proposed board members. We help organizations maintain a high quality executive suite and carefully vetted independent boards of directors.

**For further information, please contact Chris Marquet in New York at 917.733.1038; in Boston at 617.733.3304; or by e-mail at [chris@marquetinternational.com](mailto:chris@marquetinternational.com).**

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